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Welcome to the Fourth Annual SPSP Meeting!

Dear SPSP Colleagues,

It is my great pleasure to welcome you to the annual meetings of the Society for Personality and Social Psychology.

This is our fourth annual meeting – a remarkably brief history for a convention that is now so firmly established. Our conferences in Nashville, San Antonio, and Savannah each drew crowds that were greatly in excess of expectations. In so doing, they rapidly established SPSP as the major national or international scientific meeting for personality and social psychologists.

We now look forward to building on this string of success in Universal City/Los Angeles, site of our 2003 meeting. This year, we once again have an exceptionally strong and diverse set of scientific presentations. Our program is expanded even beyond last year's offerings, thanks in part to funding from the Decade of Behavior initiative, which is supporting a plenary address by the renowned biologist and author Jared Diamond. We also have expanded on the lighter side of things; on Saturday night, we will end our meetings with a social event featuring DJ'd music at 8 pm followed by a live performance by the LA rock band Lustra. Your complete guide to the events can, of course, be found in this program.

I would like to thank my colleagues on the SPSP Convention Committee, Lynne Cooper and Rick Hoyle, for their efforts on behalf of the conference. I'd also like to acknowledge and thank Tim Strauman, the Chairperson of this year's Program Committee, and all the members of that Committee for their tireless efforts in organizing the presentations. Finally, we should all acknowledge the work of the SPSP Meeting Planner, Ms. Tara Miller, whose work has contributed so greatly to the 4-year success story that is the SPSP Convention.

I hope you all have a great time in LA!

Dan Cervone
University of Illinois at Chicago
Chair, 2003 SPSP Convention Committee

Table of Contents

Schedule of Events

Thursday, February 6, 2003

8:00 am – 7:00 pm
Exhibits Set-Up
Grand Ballroom, Sheraton

8:00 am – 3:30 pm
Pre-Conferences
Attitudes, *Studio 2, Sheraton*
Evolutionary Psychology, *Studio 4, Sheraton*
Justice, *Ballroom C, Hilton*
Personal Relationships, *Ballroom D, Hilton*
Personality, *Studio 1, Sheraton*
Positive Psychology, *Ballroom B, Hilton*
Self and Identity, *Studio 3, Sheraton*
Social Cognition, *Ballroom A, Hilton*
Teaching Social and Personality Psychology,
Salon 6AB, Hilton

3:00 – 6:00 pm
Pre-Registration Check-In and On-Site Registration
Ballroom Foyer, Hilton

4:30 – 5:00 pm
Opening Remarks & Presentations of Awards for Research and Service
James Blascovich, President of SPSP
Sierra Ballroom, Hilton

Award for Service to the Disciplines
Steve Breckler, National Science Foundation
Fred Rhodewalt, University of Utah

Award for Service to SPSP
Martin Chemers, University of California,
Santa Cruz
Bibb Latane, Latane Center for Human Science

Jack Block Award for Distinguished Research in Personality Psychology
Paul Ekman, University of California,
San Francisco

Donald Campbell Award for Distinguished Research in Social Psychology
Hazel Markus, Stanford University

5:00 – 6:00 pm
Sage Presidential Address
James Blascovich, "The Virtual Social Animal"
Sierra Ballroom, Hilton

6:00 – 7:30 pm
Welcoming Reception
Sierra Ballroom, Hilton

Friday, February 7, 2003

7:30 am – 4:30 pm
Pre-Registration Check-In and On-Site Registration
Grand Ballroom, Sheraton

8:30 am – 7:30 pm
Exhibits Open
Grand Ballroom, Sheraton

8:30 – 9:00 am
Continental Breakfast
Grand Ballroom, Sheraton

8:30 – 10:00 am
Poster Session A
Grand Ballroom, Sheraton

9:00 – 10:00 am
NIH Peer Review Workshop
Michael Micklin, NIH Center for Scientific Review
Sheraton Studio 1/2

10:15 – 11:30 am
Symposia Session A

A1: A MEANING SYSTEMS APPROACH TO PERSONALITY AND SOCIAL PSYCHOLOGY
Chair: Carol S. Dweck
Speakers: Jason E. Plaks, Daniel Molden, Heidi Grant-Pillow, Ying-yi Hong
Discussant: Arie Kruglanski
Ballroom A, Hilton

A2: TEMPORAL PERSPECTIVES ON THE SELF AND SOCIAL WORLD: LINKS BETWEEN CURRENT EXPERIENCE AND PERCEPTIONS OF THE PAST AND FUTURE
Chair: Leaf Van Boven
Speakers: Leaf Van Boven, Nancy Frye, Richard Eibach, Anne Wilson, Emily Pronin
Ballroom B, Hilton

A3: FUNCTIONS OF EMOTION IN SOCIAL BEHAVIOR
Chair: Roy F. Baumeister
Speakers: Shelley E. Taylor, Antony S. R. Manstead, Roy F. Baumeister
Ballroom C, Hilton

A4: WHY DO I LOVE WE?INTEGRATING THE MULTIPLE PROCESSES AND ANTECEDENTS OF INGROUP FAVORITISM
Chair: Lowell Gaertner
Speakers: Ann Bettencourt, Geoffrey Leonardelli, Richard H. Gramzow, Lowell Gaertner, Daan Scheepers
Ballroom D, Hilton

A5: CURRENT APPROACHES TO INTIMACY AND ITS IMPACT ON WELL-BEING
Chair: Catherine Sanderson
Speakers: Debra Mashek, Catherine Sanderson, Harry Reis, Susan Cross
Discussant: Art Aron
Studio 1/2, Sheraton

A6: CONSEQUENCES OF DISCREPANCIES BETWEEN EXPLICIT AND IMPLICIT ATTITUDES AND INDIVIDUAL DIFFERENCES
Chairs: Richard E. Petty and Pablo Briñol
Speakers: Pablo Briñol, Andrew Karpinski, John M. Zelenski, Jennifer Bosson
Discussant: Gregory R. Maio
Studio 3/4, Sheraton

11:30 – 11:45 am	**Coffee Break** *Grand Ballroom, Sheraton*

11:45 am – 1:00 pm	**Symposia Session B**

B1: INTEGRATING EVOLUTIONARY AND SOCIAL PSYCHOLOGY: RECENT ADVANCES IN THEORY AND RESEARCH ON MATE SELECTION
Chair: Garth Fletcher
Speakers: Jeffry Simpson, Garth Fletcher, Pamela Regan, David Buss
Ballroom A, Hilton

B2: DYNAMIC MODELS OF PERSONAL AND INTERPERSONAL EXPERIENCE
Chairs: Stephen J. Read and Robin R. Vallacher
Speakers: Robin R. Vallacher, Douglas T. Kenrick, Dan Simon, Stephen J. Read
Ballroom B, Hilton

B3: HOW CLOSE PARTNERS SHAPE THE SELF AND PERSONAL WELL-BEING
Chairs: Madoka Kumashiro and Caryl E. Rusbult
Speakers: Nancy L. Collins, Sandra L. Murray, Madoka Kumashiro, Edward L. Deci
Discussant: Madoka Kumashiro
Ballroom C, Hilton

B4: INNOVATIVE CONCEPTUAL AND APPLIED APPROACHES TO HIV/AIDS PREVENTION AND INTERVENTION
Chairs: Josephine D. Korchmaros and Jeffrey D. Fisher
Speakers: M. Lynne Cooper, Roberta L. Paikoff, Josephine D. Korchmaros
Discussant: Christopher Gordon
Ballroom D, Hilton

B5: VULNERABILITY VS. RESILIENCE: RECENT PERSPECTIVES ON THE EMOTIONAL CONSE-QUENCES OF PERCEIVED PREJUDICE
Chairs: Brenda Major and Cheryl R. Kaiser
Speakers: Tom Postmes, J. Nicole Shelton, Cheryl R. Kaiser, Brenda Major
Discussant: Jennifer Crocker
Studio 1/2, Sheraton

B6: ATTITUDE CHANGE AND AND STRENGTH-RELATED ATTITUDE PROPERTIES: COGNITIVE MECHANISMS OF INFLUENCE
Chair: Jon A. Krosnick
Speakers: Jon A. Krosnick, Shelly Chaiken, Gregory Maio, Rob W. Holland, Frenk van Harreveld
Discussant: Wendy Wood
Studio 3/4, Sheraton

1:15 – 2:45 pm	**Poster Session B with Box Lunch** *Grand Ballroom, Sheraton*

2:00 – 2:45 pm	**GASP Graduate Coffee Hour** Open to all, *Sheraton Pool Area*

3:00 – 4:15 pm	**Symposia Session C**

C1: REJECTION MAKES ME FEEL BAD, BUT ALSO MAD, SAD, OR HAD? VARIETIES OF RESPONSE TO OSTRACISM, EXCLUSION, AND NEGATIVITY
Chair: Susan T. Fiske
Speakers: Cynthia Pickett, Mariko Yamamoto, Kipling Williams, Mark Leary
Ballroom A, Hilton

C2: WHAT IS HEALTHY EMOTION REGULA-TION? CHALLENGES IN DEFINING AND MEASUR-ING POSITIVE EMOTIONAL FUNCTIONING
Chair: Jennifer G. La Guardia
Speakers: David Watson, Richard Ryan, James Gross
Discussant: Carol Ryff
Ballroom B, Hilton

C3: RELATIONSHIPS IN CONTEXT: LINKS BETWEEN EXTERNAL EVENTS AND INTERNAL RELATIONSHIP PROCESSES
Chair: Lisa A. Neff
Speakers: Shelly L. Gable, Niall Bolger, Lisa A. Neff
Discussant: John Holmes
Ballroom C, Hilton

C4: EGOCENTRISM IN SOCIAL COMPARISON: ARE SOCIAL COMPARISONS REALLY COMPARA-TIVE?
Chair: Justin Kruger
Speakers: Paul D. Windschitl, Justin Kruger, Yechiel Klar, William Klein
Ballroom D, Hilton

C5: LAY UNDERSTANDINGS OF BEHAVIOR, PERSONS, AND SITUATIONS
Chair: Walter Mischel
Speakers: Bertram F. Malle, Glenn D. Reeder, Lara K. Kammrath, John McClure
Studio 1/2, Sheraton

C6: QUICK TO JUDGE, SLOWER TO CHANGE? AFFECT IN JUDGMENTS OF STIGMATIZED PEOPLE AND ACTS
Chair: Roger Giner-Sorolla
Speakers: Glenn D. Reeder, Thalia Wheatley, Fredrik Björklund, Ira Roseman, Roger Giner-Sorolla
Studio 3/4, Sheraton

4:15 – 4:30 pm **Coffee Break**
Grand Ballroom, Sheraton

4:30 – 5:45 pm **Invited Speakers**

SESSION 1: RELATIONSHIPS, SOCIAL COGNITION, AND REAL-WORLD OUTCOMES
Chair: Mark Leary, Wake Forest University
Thomas Bradbury, UCLA
"Prospective Analysis of Marital Outcomes"

and

John Holmes, University of Waterloo
"Trust and the Regulation of Interdependence in Close Relationships"
Ballroom A, Hilton

SESSION 2: THEORY AND THE FUTURE OF SOCIAL AND PERSONALITY PSYCHOLOGY
Chair: Philip Costanzo, Duke University
Arie Kruglanski, University of Maryland
"Theories as Bridges"

and

Kenneth Gergen, Swarthmore
"Theory as World Making"
Ballroom B, Hilton

6:00 – 7:30 pm **Poster Session C with Social Hour**
Grand Ballroom, Sheraton

6:30 – 7:15 pm **GASP, GLBT Alliance in Social and Personality**
Studio 1/2, Sheraton

Saturday, February 8, 2003

8:00 am – 3:00 pm **Pre-Registration Check-In and On-Site Registration**
Grand Ballroom Foyer, Sheraton

8:30 am – 7:30 pm **Exhibits Open**
Grand Ballroom, Sheraton

8:30 – 9:00 am **Continental Breakfast**
Grand Ballroom, Sheraton

8:30 – 10:00 am **Poster Session D**
Grand Ballroom, Sheraton

8:30 – 10:00 am **Workshop: Grant Funding Opportunities for Social and Personality Psychology**
Carolyn Morf, NIMH, **Steven Breckler** NSF, and **Robert T. Croyle**, NCI
Sheraton Studio 1/2

Alternatives to Academia
Chairs: Jennifer J. Harman & Josephine D. Korchmaros, Univeristy of Connecticut
Sheraton Studio 3/4

Sponsored by the SPSP Graduate Student Committee

10:15 – 11:30 am **Symposia Session D**

D1: SOCIAL PSYCHOLOGY AND AGING: AN INTER-DISCIPLINARY APPROACH TO THEORY BUILDING
Chairs: William von Hippel and Penny S. Visser
Speakers: John T. Cacioppo, Norbert Schwarz, Penny S. Visser, William von Hippel
Ballroom A, Hilton

D2: POWER AND SOCIAL GROUP MEMBERSHIP: PERSON, SITUATION, AND SOCIETAL CONSIDERATIONS
Chairs: Theresa K. Vescio and Mark Snyder
Speakers: John Jost, Felicia Pratto, Serena Chen, Theresa Vescio
Discussant: Mark Snyder
Ballroom B, Hilton

D3: CULTURAL DIFFERENCES IN EMOTIONS: THEORETICAL APPROACHES
Chair: Phoebe Ellsworth
Speakers: Takahiko Masuda, Janxin Leum, Jeanne L. Tsai, Belinda Campos
Discussant: Batja Mesquita
Ballroom C, Hilton

D4: SOCIAL COGNITIVE NEUROSCIENCE APPROACHES TO THE SELF
Chair: Matthew D. Lieberman
Speakers: Matthew Lieberman, Stan Klein, Todd Heatherton, Neil Macrae
Ballroom D, Hilton

D5: WHITE IDENTITY: WHAT IS IT AND WHY DOES IT MATTER?
Chairs: Phillip Atiba Goff and Nyla R. Branscombe
Speakers: Eric D. Knowles, Colin W. Leach, Nyla R. Branscombe, Phillip Atiba Goff
Studio 1/2, Sheraton

D6: CAUSES AND CONSEQUENCES OF CHANGES IN STEREOTYPIC BELIEFS
Chair: Bill Swann
Speakers: Bill Swann, Stephanie Goodwin, Laurie Rudman
Studio 3/4, Sheraton

11:30 – 11:45 am	**Coffee Break** *Grand Ballroom, Sheraton*

11:45 am – 1:00 pm	**Symposia Session E**

E1: EVERYDAY MANIFESTATIONS OF PERSONALITY
Chairs: Samuel D. Gosling , Jennifer S. Beer and Richard W. Robins
Speakers: Robert Hogan, Peter J. Rentfrow, Lewis R. Goldberg, Delroy L. Paulhus
Discussant: Oliver P. John
Ballroom A, Hilton

E2: "IT AIN'T NECESSARILY SO": REVISITING SOME OF SOCIAL PSYCHOLOGY'S CITATION CLASSICS
Chair: Leonard S. Newman
Speakers: Leonard S. Newman, Jeff Stone, Ralph Erber, Gordon B. Moskowitz
Ballroom B, Hilton

E3: UNDERSTANDING HOW STEREOTYPE THREAT IMPAIRS ACADEMIC ACHIEVEMENT: A SECOND GENERATION OF RESEARCH
Chairs: Jean Claude Croizet and Steve Spencer
Speakers: Johannes Keller, Jean-Claude Croizet, Jeff Stone, Steve Spencer
Discussant: Claude M. Steele
Ballroom C, Hilton

E4: CORE AFFECT: THEORY AND RESEARCH
Chairs: Lisa Feldman Barrett and Jim Russell
Speakers: Tanya Chartrand, Jim Russell, Jeff T. Larsen, Lisa Feldman Barrett
Ballroom D, Hilton

E5: PSYCHOLOGICAL GROWTH AND DEFENSE: REGULATING MOTIVATIONS TO EXPAND AND PROTECT THE SELF
Chairs: Kennon M. Sheldon and Jamie Arndt
Speakers: Michael H. Kernis, Jamie Arndt, E. Tory Higgins
Discussant: Tom Pyszczynski
Studio 1/2, Sheraton

E6: SEXUAL PREJUDICE AND HETEROSEXISM: CRITICAL CONSIDERATIONS ON PERPETRA-TORS AND TARGETS
Chair: Matthew P. Paolucci
Speakers: Gregory M. Herek, Galen Bodenhausen, Matthew Paolucci, Janet K. Swim
Discussant: Allen Omoto
Studio 3/4, Sheraton

1:15 – 1:45 pm	**Graduate Student Roundtable - Hosted by the SPSP Graduate Student Committee** *Sheraton Studio 1/2*

1:15 – 2:45 pm	**Poster Session E with Box Lunch** *Grand Ballroom, Sheraton*

2:45 – 4:00 pm	**Decade of Behavior Distinguished Lecture Program: Keynote Speaker**

Chair: Timothy Strauman, Duke University
Professor Jared Diamond, UCLA
"Why Do Societies Make Some Disastrous Decisions?"

An intelligent non-human extraterrestrial visiting the Earth for the first time might be puzzled to see our political leaders, often with the support of our citizens, adopting policies that lead to disaster. Why do we do it? History offers us rich material for study, because many past societies ultimately destroyed themselves. The long list of past victims include the Greenland Norse Anasazi
Ballroom A/B, Hilton

4:00 – 4:15 pm	**Coffee Break** *Grand Ballroom, Sheraton*

4:00 – 5:15 pm	**Symposia Session F**

F1: THE EXPULSION FROM DISNEYLAND: UNDERSTANDING THE PSYCHOLOGICAL IMPACT OF TERRORISM
Chair: Linda J. Skitka
Speakers: James W. Pennebaker, Linda J. Skitka, Jennifer S. Lerner, Roxane Cohen Silver
Discussant: Philip E. Tetlock
Ballroom A/B, Hilton

F2: RESPONSIVENESS TO NEED IN CLOSE RELATIONSHIPS
Chairs: Brooke C. Feeney and Margaret S. Clark
Speakers: Margaret S. Clark, Jennifer Bartz, Amy Schaffer, Brooke C. Feeney
Ballroom C, Hilton

F3: RUMOR AND GOSSIP: RECENT THEORY AND RESEARCH
Chair: Nicholas DiFonzo
Speakers: Nicholas DiFonzo, Mark Pezzo, Holly Hom, Charles J. Walker, Eric K. Foster
Discussant: Charles J. Walker
Ballroom D, Hilton

F4: SELVES IN TIME
Chair: Kathleen D. Vohs
Speakers: Yaacov Trope, Brent W. Roberts, Kathleen D. Vohs, Joseph P. Forgas, Timothy D. Wilson
Studio 1/2, Sheraton

F5: DEFENSIVE ZEAL AND SELF-AFFIRMATION: WHY DO PEOPLE GO TO EXTREMES?
Chairs: Ian McGregor and Philip E. Tetlock
Speakers: Jeff Schimel, Geoffrey L. Cohen, David Sherman, Philip E. Tetlock, Ian McGregor
Studio 3/4, Sheraton

F6: FROM FEAR TO FORGIVENESS: UNDERSTANDING THE EMOTIONAL AND BEHAVIORAL COMPLEXITY IN INTERGROUP CONFLICT
Chairs: Toni Schmader and Brian Lickel
Speakers: Catherine A. Cottrell, Brian Lickel, Toni Schmader, Michael Wohl
Terrace Rooms, Sheraton

5:30 – 7:00 pm	**Poster Session F with Social Hour** *Grand Ballroom, Sheraton*
7:00 – 8:00 pm	**Diversity Awards** *Studio 1/2, Sheraton*
8:00 pm – 12:00 am	**Club SPSP** Tracy Caldwell D.J.

Featuring the LA-based band **Lustra**, a group described as possessing "enormous musical and vocal talent" (Billboard Online), as combining "serious gray matter [with] a sense of humor" (Boston Globe), and as staging shows that "[have] every element of the perfect live performance" (Revue Magazine, Akron, OH)

Club Room, Hilton

Poster Schedule

The following times indicate when you are expected to set-up and take-down your poster. Note that we are asking you to leave your poster up for longer than the formal session. This will allow people to look at your poster throughout the day. You should plan to be at your poster from the start until the end of your formal session.

Poster Session	Day	Set-up Begins	Session Begins	Session Ends	Take-down Complete
A	Friday, 2/7/03	8:00 am	8:30 am	10:00 am	11:30 am
B	Friday, 2/7/03	11:30 am	1:15 pm	2:45 pm	4:15 pm
C	Friday, 2/7/03	4:15 pm	6:00 pm	7:30 pm	8:00 pm
D	Saturday, 2/8/03	8:00 am	8:30 am	10:00 am	11:30 am
E	Saturday, 2/8/03	11:30 am	1:15 pm	2:45 pm	4:00 pm
F	Saturday, 2/8/03	4:00 pm	5:30 pm	7:00 pm	7:30 pm

Exhibitors

All exhibits are located in the Grand Ballroom of the Sheraton

Allyn & Bacon	**Prentice Hall**
Blackwell Publishers	**Psychology Press**
Cambridge University Press	**Sage Publications**
Guilford Publications	**The MIT Press**
Lawrence Erlbaum Associates, Inc.	**W. W. Norton & Company, Inc.**
McGraw-Hill	**Wadsworth, a part of The Thomson Corporation**

Symposia Abstracts

A MEANING SYSTEMS APPROACH TO PERSONALITY AND SOCIAL PSYCHOLOGY

Chair: *Carol S. Dweck, Columbia University*

Discussant: *Arie Kruglanski, University of Maryland*

Summary: The search for universals can be extremely fruitful, but it can sometimes obscure how people really work. That is, by describing the average we run the risk of describing nobody in particular. The aim of the symposium is to present evidence from a variety of domains suggesting that different beliefs and goals create different systems of meaning. Within these different meaning systems, individuals construct their worlds and process information from that world in fundamentally different ways, ways that can send them along different trajectories.

The novel contribution of the research programs in this symposium is that each investigates precisely how meaning systems lead people to process and respond to the social world around them. Each uses the meaning system approach to demystify inconsistencies in and shed new light on important literatures: the achievement motivation literature (resolving why researchers have obtained conflicting findings on the effects of achievement goals), the person memory literature (why current correction models of social inference hold only within one meaning system; or how attention to stereotype inconsistent information works in opposite ways within different meaning systems), the emotion and coping literature (how depression can create opposite coping styles within different meaning systems), and the cross-cultural literatures (how meaning systems shed light on the dynamic construction of culture).

These talks are intended to be both portraits of different meaning systems and a more general illustration of the utility of this approach in understanding important issues in motivation, social psychology, and personality psychology.

ABSTRACTS

VIOLATION OF LAY THEORIES OF PERSONALITY AND THE MOTIVATION FOR PREDICTION AND CONTROL

Jason E. Plaks; University of Washington – What functions do meaning systems serve? We propose that lay theories represent important mental frameworks that help to generate expectancies about the world and impart meaning to complex stimuli. When incoming information violates a cherished lay theory, one's sense of prediction and control mastery is undermined. For this reason, believing that one's theories are accurate should be a high motivational priority, and people should employ cognitive strategies to protect their theories from potentially damning information. To test these hypotheses, we conducted three experiments. In Experiments 1 and 2, we presented participants with a set of behaviors performed by a target person. Some of the behaviors were created to be theory-violating for those with an entity theory (the belief that human qualities are fixed) and others were created to be theory-violating for those with an incremental theory (the belief that human qualities are malleable). We found that both entity and incremental theorists selectively screened out a portion of the behaviors that directly violated their respective theories. Moreover, to the extent that participants did pay attention to theory-violating information, they experienced a rise in anxiety. In Experiment 3, we provided evidence for a direct, causal link between lay theory violation and the experience of control deprivation, using a paradigm that measures participants' efforts to restore a lost sense of prediction and control. In sum, these studies suggest that people utilize selective processing strategies to protect their lay theories from invalidation and to preserve their sense of prediction and control mastery.

A MEANING SYSTEMS APPROACH TO SOCIAL INFERENCE: LAY THEORIES OF PERSONALITY AND INFERENTIAL PROCESSES

Daniel Molden; Columbia University – Most research on social inference assumes that people generally tend to process social information in the same way. Early impressions are thought to be formed spontaneously and then later adjusted through deliberate effort and attention. In this talk, I discuss how differences in the meaning systems within which perceivers interpret others' behaviors might lead to differences in this social information processing. Perceivers who believe that personality is stable (or who have recently been exposed to instances of stability) have previously been found to have a trait focus and to find greater meaning in information concerning a target's traits during social judgment. In contrast, perceivers who believe that personality is malleable (or who have recently been exposed to instances of malleability) have been found to have a process focus and to find greater meaning in information concerning a target's situation during social judgment. Several studies are presented which demonstrate that when perceivers' meaning systems make certain types of information particularly important for understanding behavior (i.e., either traits or situations), they will process this type of information more efficiently, leading to its spontaneous use not only for early impressions, but also during later adjustments. Possible mechanisms for this spontaneous adjustment, and its implications for current correction models of social inference are discussed.

MEANING SYSTEMS AND GOAL PURSUIT: FEELING AND DOING WITH GOAL MEANING IN MIND

Heidi Grant-Pillow; New York University – In this presentation, I argue that goals organize behavior through the meaning systems they create. Four studies on how goals-based meaning systems affect responses to failure and depression are described. The first two studies were designed to resolve conflicting findings in the achievement motivation literature, specifically, why some researchers have found performance goals to predict superior performance and some have found performance goals to predict vulnerability. These studies, which include a longitudinal study of college students in a difficult pre-med course, showed that when performance goals are defined as the desire to do well or as the desire to outperform others, there are no negative effects. However, when performance goals are linked to ability (and reflect the desire to validate one's ability through performance), then setbacks impair motivation and performance. I discuss how these different goals (although all have been called performance goals) set up different meaning systems and hence different reactions. Two further studies, a diary study and its' laboratory analog, show that goal meaning systems influence not only the

extent to which individuals experience depressive affect in response to negative events, but also what they do with that negative affect. Within one goal system (focused on validation), depressive affect impairs problem-solving and coping, but within the other (focused on growth) actually enhances them. Indeed within the latter system, the more depressive affect people reported, the more they kept up with their schoolwork and chores and the better they performed on the laboratory task.

SWITCHING BETWEEN CULTURAL MEANING SYSTEMS *Yingyi Hong; University of Illinois, Urbana-Champaign* – Hong, Morris, Chiu, and Benet-Martinez (2000) proposed a new approach to culture and cognition, which focuses on the dynamics through which different systems of cultural knowledge (meaning systems) become operative in guiding meaning construction. Whether a widely distributed cultural construct comes to the fore in a perceiver's mind depends on the extent to which the construct is highly accessible (because of recent exposure). Furthermore, individuals who have been exposed extensively to more than one cultures would have acquired the cultural meaning systems of the cultures. As a result, these individuals can "switch" between cultural meaning systems as a function of the relative accessibility of the systems in the immediate context. In this talk, I will report some recent studies on how this dynamics play out in interdependent behaviors. For instance, in one experiment, bicultural Hong Kong college participants were exposed to icons of either Chinese culture, or American culture, or to some geometric figures(neutral condition). Then, they engaged in a one-shot prisoner's dilemma game with 5 different partners. As predicted, participants in the Chinese prime condition were more likely to choose a cooperative (vs. competitive)strategy than did participants in the American prime condition when the partners were ingroup members. Interestingly, these differences disappeared when the partners were outgroup members, suggesting that the impact of an activated cultural construct is also constrained by the construct's applicability. These findings will be discussed in the context of the dynamic constructivist approach to culture and cognition.

Session A2
Friday, 10:15 – 11:30 am
Ballroom B, Hilton

TEMPORAL PERSPECTIVES ON THE SELF AND SOCIAL WORLD: LINKS BETWEEN CURRENT EXPERIENCE AND PERCEPTIONS OF THE PAST AND FUTURE

Chair: *Leaf Van Boven, University of Colorado, Boulder*

Summary: Social psychology sometimes seems to exist in a temporal vacuum. Our investigations often focus exclusively on the present—on current attitudes, beliefs, emotions, person perceptions, and behaviors. Yet, as William James observed, "[the] present… has melted in our grasp, …gone in the instant of becoming.… The knowledge of some other part of the stream, past or future, near or remote, is always mixed in with our knowledge of the present thing." Current experience, in other words, influences and is influenced by memories of the past and expectations for the future. A complete social psychology, then—even one focused on the present—should embrace people's perceptions of the past and future.

The papers in this symposium do just that, covering a variety of temporal perceptions. Our particular focus is how people's perceptions change over time. We begin by looking backward, examining people's comparisons of the intensity of current and previous emotional experiences (Van Boven & White), how desires to maintain positive

outlooks produce overly optimistic perceptions of recent improvements in romantic relationships (Frye & Karney) and how naïve realism leads people to misattribute changes in the self to changes in the external world (Eibach, Libby, & Gilovich). We then extend out attention to the future, examining how self-enhancement motivations influence appraisals of near and distant future selves (Wilson & Ross), and how the immediacy of conscious experience influences perceptions of differences between self and others in the present, past, and future (Pronin & Ross).

ABSTRACTS

INTENSITY BIAS IN TEMPORAL EMOTIONAL COMPARISONS *Leaf Van Boven[1], Katherine White[2]; [1]University of Colorado, [2]University of British Columbia* – People repeatedly experience similar feelings over time, from sadness, exhaustion, and fear to satisfaction, pride, and love. How do people compare the intensity of their current and previous emotional experiences? We hypothesized that people experience an intensity bias when making temporal emotional comparisons, perceiving their current feelings to be more intense, all else equal, than previous, similar feelings. Supporting this prediction, romantically involved individuals perceived their current love to be more intense than previous loves (Study 1). Exercisers at local clubs perceived a variety of just-completed aerobics classes to be more intense than previous aerobics classes (Study 2). And participants who viewed counter-balanced film clips perceived the most recent clips to be most evocative (Study 3). Additional studies distinguished underlying mechanisms. In Study 4, hikers said their most recent crossing of a suspension bridge was scarier than previous crossings—a pattern than diminished over time, as hikers' feelings "cooled off," ruling out a pure recency effect. In Study 5, participants said the more recent of two, counter-balanced frightening movies was scarier when rating the absolute intensity of their current and previous feelings, ruling out intensity bias as a by-product of comparative judgments. Participants furthermore indicated that assessments of current feelings were based more on interoceptive awareness of physiological arousal such as palpitations, constricted breathing, and being flushed than ratings of previous feelings, which were based more on (probably impoverished) memories for physiological arousal. These findings indicate that perceptions of current emotions are partly shaped by misperceptions of emotions past.

MEMORY REVISION IN ROMANTIC RELATIONSHIPS: RIDING THE WAVE OF IMPROVEMENT *Nancy E. Frye[1], C.W. Post[1], Benjamin R. Karney[2]; [1]College of Long Island University, Brookville, NY, [2]University of Florida, Gainesville, FL* – People in declining romantic relationships are often optimistic about their relationship future. How? Past research indicates that people maintain this optimism by constructing memories of improvements that did not occur. Because remembered improvements in the recent past are more strongly related to this optimism than remembered improvements in the distant past, people may be more motivated to remember improvement in the recent past than in the distant past. What happens to people's reconstructive recollections over time, as the recent past becomes the distant past? On the one hand, once people construct memories of improvement over a given time period, they may continue to remember improvement over that period. On the other hand, as motivation to remember improvement over a particular time period decreases, people may revise their memories to reflect less improvement over that time period. Through these revisions, people's memories of the distant past may come to reflect observed declines in their satisfaction. To address this question, we measured spouses' current level of satisfaction as well as their memories of marital satisfaction every six months for approximately two-and-a-half years. We measured memories of marital satisfaction for each six-month period both immediately after each time period and at the end of approximately two-and-a-half years. Immediately after a time period, participants remembered improvements in satisfaction that were not observed. However, when

participants later reported their memories of the same time periods, they no longer remembered such improvements. Instead, spouses' memories of the distant past corresponded closely to actual changes in satisfaction.

WHEN CHANGE IN THE SELF IS MISTAKEN FOR CHANGE IN THE WORLD *Richard P. Eibach, Lisa K. Libby, Thomas Gilovich; Cornell University* — People often refer to "the good old days," long for "the way things used to be," and lament "they don't make things like they used to." Such comments give the impression that conditions are declining. However, judgments of social decline are not unique to modern times. The ubiquity of assessments of temporal decline suggests that such judgments are illusory. We propose a psychological explanation for illusory judgments of social change. Perception is constructive, influenced by properties of both the perceiver and objects perceived. There is thus an inferential ambiguity in judgments about change over time. To what extent are judgments of change over time due to changes in the perceiver versus actual changes in the world? We suggest that people tend to attribute temporal changes in their perceptions to change in the external world for two reasons: 1) self-consistency theories cause people to underestimate self-changes, 2) as naïve realists, people overlook how their own qualities shape their perceptions. Two sources of data support our hypothesis that self-change is mistaken for world-change: surveys investigating effects of natural self-changes (e.g., becoming a parent) and experiments involving induced self-changes. Additional studies demonstrate that experimentally enhancing the salience of self-changes attenuates judgments of world-change, supporting the idea that exaggerated judgments of world-change result from failures to consider relevant self-changes. We discuss how this mechanism can explain why change in the world is often interpreted as decline.

APPRAISING SUBJECTIVELY NEAR AND DISTANT FUTURE SELVES *Anne Wilson[1], Michael Ross[2], Heather Lawford[1], Roger Buehler[1]; [1]Wilfrid Laurier University, [2]University of Waterloo* — Research on temporal self-appraisal theory indicates that, holding actual time constant, people evaluate psychologically recent past selves more favorably than psychologically remote ones. Because subjectively recent selves are incorporated into current identity, praising them is self-enhancing. Extending temporal self-appraisal theory to the future, we examine whether people render more favorable appraisals of psychologically near future selves than of psychologically distant future selves. Because near future selves are more likely than distant future selves to be included in current identities, praising them is self-enhancing. In 3 studies we manipulated participants' feelings of the subjective distance of a time several months in the future. In Study 1, participants rated their own current and expected future selves on several attributes. Relative to their present self-assessments, people appraised their psychologically close future selves more favorably than they evaluated psychologically remote future selves. Importantly, participants whose ratings should not be motivated by self-enhancement—they rated acquaintances' attributes instead of their own—were not influenced by the distance manipulation. This effect was replicated in Study 2 for predictions of personal attributes, and in Study 3 for predictions about scores on an upcoming test. Although results support TSA theory by demonstrating greater enhancement in the subjectively close future, we will discuss reasons for divergences from past research using actual time, which typically demonstrate greater optimism for distant than for close future outcomes.

PERCEPTION OF SELF AND OTHERS OVER TIME: SEEING ONE'S PAST AND FUTURE SELVES THROUGH THE EYES OF AN OBSERVER *Emily Pronin[1], Lee Ross[2]; [1]Harvard University, [2]Stanford University* — People often perceive themselves differently from other people, viewing themselves more positively, their actions as more situationally-driven, and their perceptions as more accurate. What happens to these perceived differences over time? We first examined individuals' tendency to ascribe fewer stable personality traits to themselves than others. This pattern was diminished among participants considering their

own and others' past and future selves compared to participants considering their own and others' current selves. We next examined individuals' perception that they are less biased than others, which was diminished among participants considering their own and others' past and future selves compared to participants considering their own and others' current selves. Thus, participants' judgments of their past and future selves closely resembled their judgments of other people. This tendency is mirrored in individuals' visual perspectives on themselves. When people imagine engaging in present activities (e.g., dinner table conversations), they generally view themselves "through their own eyes," seeing themselves in the images. In contrast, when people remember or imagine engaging in activities several years in the past or the future, they report observing themselves from the outside, seeing themselves in the images. We suggest that diminishing perceptions of self-other differences over time reflect the greater availability of internal consciousness in the present. In the present, one's thoughts, feelings, and so forth are immediately available. In the past and future, however, such internal experiences are less available, leading people to focus more on external aspects of the self, thus seeing themselves more as observers than actors.

FUNCTIONS OF EMOTION IN SOCIAL BEHAVIOR

Chair: *Roy F. Baumeister, Florida State University*

Summary: Everyone knows that emotions are important, but how exactly do they function in human social behavior? A popular stereotype regards emotional behavior as irrational and sometimes self-destructive, but why would natural selection have preserved a pattern of responding that was maladaptive? The goal of this symposium is to present some new ideas and new findings about the function of emotions.

This symposium consists of three talks that explore different aspects of how emotions affect social behavior. In the first talk, Shelley Taylor (with Lerner) will consider how negative emotions operate in coping with stress and how interpersonal relations can mediate these effects. Second, Tony Manstead (with co-authors) will summarize several lines of work emphasizing the interpersonal functions of emotion. In particular, emotions facilitate social connection, and people seek to regulate their emotional expressions so as to reach interpersonal goals. Third, Baumeister (with John Bargh) will argue that emotion is primarily a consequence rather than a cause of behavior, although as a consequence it may support the long-term self-regulation behavior such as by helping the person process the implications of behavioral outcomes and learn how to behave in the future.

All the talks seek to place emotion in the context of how people regulate their social behavior in complex cultural settings. The emphasis is on exploring new answers to old questions about what emotions are for.

ABSTRACTS

EMOTIONS, SOCIAL RELATIONSHIPS, STRESS, AND HEALTH *Shelley E. Taylor[1], [1]University of California, Los Angeles, and Jennifer S. Lerner[2], [2]Carnegie Mellon University* — Recent psychological research has focused on the antecedents and functions of emotions, both those experienced acutely and chronic emotional states. In the developmental psychology literature, emotion regulation skills, namely the abilities to identify emotions and to socially moderate their expression, are regarded

as significant for forming social relationships and for coping with stress. We will present data to show that negative emotions, assessed in terms of self-report measures of chronic emotional states and through non-verbal expression during a stress task, predict self-rated health and cortisol responses to a laboratory stress task. Evidence that these effects may be mediated by social relations with others will be presented. We also consider developmental antecedents to the experience/expression of negative emotions, including SES and family interaction patterns, and discuss their potential contribution to understanding the role that emotions may play in biological stress responses and health outcomes.

THE SOCIAL REGULATION OF EMOTIONAL BEHAVIOR *Antony S.R. Manstead[1], Agneta H. Fischer[2], Patricia Rodriguez Mosquera[2], Ruud Zaalberg[2], Catharine Evers[2]; [1]University of Cambridge, [2]University of Amsterdam* — Emotional behavior conveys information to others. Such information can produce affective and/or instrumental outcomes that are beneficial or detrimental to the persons concerned. Knowing how another feels may (a) evoke affective reactions in perceivers; (b) facilitate coordination of the perceiver's actions with those of the expressor; (b) to promote or sustain a sense of connectedness between the perceiver and the expressor. Knowing that emotional behaviors have such social implications results in attempts to regulate these behaviors. In social settings, people will seek to manage their expressions of emotion to protect and promote their concerns and social motives. We will illustrate this by describing three lines of research. The first focuses on facial behavior in emotional settings. It will be shown that facial behavior varies systematically as a function of social context, and that these variations are related to differences in social motivation. A second line of work examines gender differences in anger expressions. It will be shown that women and men, despite feeling equally angry, express their anger in different ways, and that such differences are related to social motives. A third line of work focuses on cultural variations in emotional expression. It will be shown that these variations are related in a systematic way to differences in the concerns that people bring with them to emotional encounters. We conclude that the ways in which emotional behavior is regulated reflects the concerns and social motives of the individual concerned.

DOES EMOTION CAUSE BEHAVIOR, OR VICE VERSA? *Roy F. Baumeister[1,2], John A. Bargh[3]; [1]Florida State University, [2]Case Western Reserve University, [3]New York University* — A common assumption is that emotions evolved to cause behavior directly and that behavior is often a direct result of emotional state. For example, anger seems to cause aggression. Objections to this simple and commonsense view include (1) emotions often cause irrational behaviors, so they are not adaptive, and (2) often full emotional responses are delayed and hence too slow to direct immediate responses. Against that view, we propose that emotion functions primarily (and adaptively) as an internal feedback system to help the person process the consequences of his or her own behavior. For example, transgressions may give rise to guilt, causing the person to evaluate what he or she did wrong and avoid repeating that mistake. Thus, behavior -> emotion, instead of emotion -> behavior. Emotion may therefore help learning and self-regulation of behavior. Emotions can leave affective traces and guidelines for future behavior in the form of if-then rules, and hence subsequent behavior will be altered. We present studies showing that even when emotion seems to cause behavior, the behavior is designed to change the emotional state, thereby supporting the second (behavior -> emotion) theory. Other evidence confirms that emotions facilitate learning from one's own behavioral outcomes: (1) some emotions stimulate counterfactual thinking, (2) emotions are more common with novel than familiar or habitual behaviors, and (3) rational, adaptive behavior is more likely when people make choices based on anticipated emotional outcomes than when emotion directly causes on-line behavior.

WHY DO I LOVE WE? INTEGRATING THE MULTIPLE PROCESSES AND ANTECEDENTS OF INGROUP FAVORITISM

Chair: *Lowell Gaertner, University of Tennessee, Knoxville*

Summary: The tendency for persons to positively regard their own social groups is a robust phenomenon that is expressed on evaluative, behavioral, and cognitive dimensions and has been implicated as a crucial element of social conflict. Research on such ingroup favoritism has been guided by diverse theories and has identified multiple constructs with which a positive orientation toward the ingroup is associated. The purpose of this symposium is to assemble multiple perspectives and provide a platform for integration. The first speaker, Ann Bettencourt, will present the results of a meta-analysis of the effects of socio-structural variables (intergroup status, status stability, status legitimacy, and group permeability) on ingroup favoritism. The second speaker, Geoffrey Leonardelli, will discuss the tendency for collective-self-esteem to operate as a cause and consequence of ingroup favoritism for minority (but not majority) group members as a process that confirms an optimally distinct collective identity. In contrast, the third speaker, Richard Gramzow, will present four experiments suggesting that the positive association between personal-self-esteem and ingroup favoritism is the product of a consistency process by which the positivity of the individual-self is automatically extended to ingroups. The fourth speaker, Lowell Gaertner, will present two experiments indicating that the development of a positive orientation toward the ingroup is not limited to intergroup contexts and, in addition, has origins in intragroup relations. The fifth speaker, Daan Scheepers, will present data that connect the prior presentations and suggest that ingroup favoritism serves multiple functions depending on the social context.

ABSTRACTS

USING SOCIAL IDENTITY THEORY TO EXPLAIN THE EFFECT OF GROUP STATUS ON INGROUP FAVORITISM: A META-ANALYSIS *B. Ann Bettencourt; University of Missouri, Columbia* — The presentation will report the results of a meta-analysis designed to test the predictions of Social Identity Theory. The findings provide several advances in our understanding of influences of socio-structural variables on the effect of group status on ingroup favoritism. First, the meta-analysis revealed that the magnitude of the effect of group status on favoritism was influenced by socio-structural variables (i.e., status stability, status legitimacy, and group permeability). Secondly, the findings revealed that high status groups were more biased than low status groups on dimensions relevant to the status defining distinction, except when the status structure was perceived as illegitimate. This outcome suggests that perceiving a status structure as illegitimate may be a prerequisite for low status members to engage in direct competition for positive distinctiveness on status-defining dimensions. Next, compared to low status groups, high status groups expressed more ingroup favoritism on status irrelevant dimensions. This finding reveals that high status groups use the social creativity strategy as a means for maintaining and strengthening their advantage. Finally, low status members evaluated their group more positively than did high status groups on the dimensions relevant to the low status groups. However, high status members did not recognize the low status group's strengths on these same dimensions. That high status groups tend to evaluate themselves more favorably on irrelevant dimen-

sions and fail to evaluate outgroups more favorably on dimensions particularly relevant to the low status groups suggests that high status groups are less likely to engage in "social cooperation."

INGROUP FAVORITISM AS COLLECTIVE-SELF AFFIRMATION

Geoffrey Leonardelli; Kellogg School of Management, Northwestern University – Based on ideas merging optimal distinctiveness theory and the self-affirmation literature, ingroup favoritism by members of relatively small (but not relatively large) groups was believed to be an act of collective-self affirmation, (i.e., a way to affirm their commitment to their ingroup). This hypothesis was tested in two ways. First, previous research suggests that self-esteem increases after an act of self-affirmation and acts of self-affirmation are more likely when individuals have high self-esteem. Thus, it was believed that when ingroup favoritism was an act of self-affirmation, it would be predicted by and also yield greater collective self-esteem. Analyses revealed that these effects occurred only for members of the numerical minority. Second, the research examined the association between actualization balance and ingroup favoritism. Actualization balance, in this context, refers to whether a group membership has been satisfactorily affirmed. When the balance is low, affirmation need is high and persons are motivated to affirm the ingroup; however, when the balance is high, affirmation need is low and persons are not motivated to affirm the ingroup. Consistent with predictions made in the self-affirmation literature, it was believed that when ingroup favoritism was an act of self-affirmation, it would be predicted by a lower balance but yield a greater balance. Analyses revealed that these effects occurred only for members of the numerical minority group. Overall, these data support the hypothesis that ingroup favoritism by members of relatively small (but not relatively large) groups is an act of collective self-affirmation.

ACCOUNTING FOR THE SHIFTING RELATIONS BETWEEN PERSONAL-SELF-ESTEEM AND INGROUP FAVORITISM

Richard H. Gramzow; Northeastern University – Classic treatments of prejudice (Allport, 1954) and intergroup discrimination (Hogg & Abrams, 1990) suggest that low, or threatened, self-esteem motivates outgroup derogation and ingroup favoritism. However, empirical reviews of the literature indicate that it is often high self-esteem that predicts ingroup favoritism (Aberson, Healy, & Romero, 2000; Rubin & Hewstone, 1998). I argue that these inconsistent self-esteem effects reflect the fact that ingroup favoritism can result from at least two distinct self-relevant processes. On one hand, considerable evidence supports a self-esteem maintenance process, whereby threats to self-esteem motivate perceivers to express ingroup favoritism in order to protect or re-establish a positive sense of self. In such cases, low self-esteem is associated with ingroup favoritism. On the other hand, I present results from four studies supporting a self-consistency process, whereby the positivity of the self-concept is automatically extended to groups linked to the self (but not to outgroups). In such cases, high self-esteem is associated with ingroup favoritism. This second process is derived from earlier research on the self-as-an-informational-base hypothesis (Gramzow, Gaertner, & Sedikides, 2001). I describe characteristics of the intergroup context that differentially support each process (e.g., minimal vs. existing groups). However, I also emphasize that the two processes are not mutually exclusive -- and may even be synergistic. Implications for social identity theory and other relevant theories (e.g., optimal distinctiveness) are discussed. A general theme is that the literature on intergroup relations would benefit from a more thorough connection and integration with research and theory on the self.

ON THE INTRAGROUP ORIGIN OF INGROUP FAVORITISM

Lowell Gaertner[1], [1]University of Tennessee, Jonathan Luzzini[2]; [2]Texas A&M University – While acknowledging that intergroup factors (e.g., status structures, intergroup comparison) promote positive ingroup beliefs and behaviors, the current research examined whether antecedents of such positive ingroup regard additionally have intragroup origins. Two experiments manipulated intragroup factors (intragroup interaction in Experi-

ment 1 and intragroup interdependence in Experiment 2) orthogonal to the presence vs absence of an outgroup. Those intragroup factors increased attraction to the ingroup in the presence and absence of an outgroup and their effects were mediated through the perception of ingroup entitativity. These data indicate that a positive regard for the ingroup arises, in part, from intragroup processes that promote a sense of ingroupness. Furthermore, the intragroup origin of such positive ingroup regard suggests that a positive orientation toward the ingroup may serve the decidedly intragroup function of regulating and maintaining harmonious relations among ingroup members.

INGROUP FAVORITISM: FUNCTIONAL AND STRATEGIC DIMENSIONS

Daan Scheepers, Russell Spears, Bertjan Doosje, Tony Manstead; University of Amsterdam – In the current research, we addressed the functional and strategic aspects of ingroup favoritism. We tested the distinction between an instrumental function (facilitating social change) and an identity-confirmation function (glorifying ingroup superiority). In Study 1, we demonstrated the occurrence of these two functions as a result of group status differences, the stability of these differences, and the context (intra- versus inter-group) in which ingroup favoritism was expressed. In Study 2, study we addressed the two functions in a more applied setting by assessing the functionality of soccer chants (characterized by ingroup favoritism) in either group-threatening or reinforcing contexts. Results indicated that the instrumental function of ingroup favoritism was more prevalent when the value of the group was threatened in either a chronic (i.e., as a result of low group status; Study 1) or temporary (Study 2) way. By contrast, the identity-confirmation function appeared to be more prevalent when the group's value was reinforced. There was also evidence for the strategic use of favoritism, especially under unstable circumstances. Under these conditions, persons used more subtle forms of favoritism, and only in front of an ingroup audience. This was in line with the proposition that under insecure conditions ingroup favoritism may provoke the out-group when it is witnessed by the outgroup and, consequently, counteract the instrumental function. Results were consistent with predictions and are discussed in terms of the context-dependence of different functions of ingroup favoritism, and integration of instrumental and identity approaches to this phenomenon.

CURRENT APPROACHES TO INTIMACY AND ITS IMPACT ON WELL-BEING

Chair: *Catherine Sanderson, Amherst College*

Discussant: *Art Aron, State University of New York, Stony Brook*

Summary: Four presenters representing the cutting edge of intimacy research in social and personality psychology will describe new theory and research on the topic of intimacy and well-being. Specifically, this symposium will describe different approaches to conceptualizing intimacy, the impact of intimacy on satisfaction in both romantic relationships and close friendships, and the process by which secure models of attachment relationships leads to more positive outcomes in achievement situations. First, Harry Reis will describe some recent research showing how the growth-oriented component of intimacy can be explained in terms of attachment theory, and particularly the relationship of secure attachment to exploration.. Next, Susan Cross will describe research demonstrating that individuals with a highly relational self-construal engage in behaviors that foster intimacy and closeness in

their close relationships, and are more accurate in predicting how relationship partners will respond. Third, Catherine Sanderson will discuss research showing that individuals with a strong pursuit of intimacy goals in their close friendships structure, interact in, and perceive these relationships in distinct ways, which in turn is associated with greater relationship satisfaction. Finally, Debra Mashek will describe recent research demonstrating that self-expansion and inclusion of others in the self, two common approaches to defining closeness, represent two distinct processes, and that relationship stage may influence which of these processes best predicts relationship quality. Art Aron will serve as the discussant.

ABSTRACTS

ATTACHMENT, CLOSE RELATIONSHIPS, AND EXPLORATION
Harry T. Reis, Andrew J. Elliot; University of Rochester — People who participate in satisfying close relationships generally fare better across diverse domains of life experience. Although widely documented (e.g., health, emotions, work, school performance), underlying mechanisms remain elusive. One explanation is suggested by attachment theory, which has long argued that when people feel secure about attachment relationships, they can confidently explore the environment, but that when people feel insecure, attachment concerns predominate and exploration is inhibited. Although central to attachment theory, this hypothesis has received virtually no attention in adults. We conceptualized adult exploration in terms of effectance motivation, and more specifically as achievement motives and goals. We will report a theory and multimethod series of studies demonstrating that secure models of attachment relationships are associated with a more positive, confident, and appetitive orientation to achievement situations (e.g., greater accessibility of positive achievement memories, higher need for achievement, lower fear of failure, more mastery-approach goals, and fewer mastery-avoidance and performance-avoidance goals). On the other hand, anxious and avoidant attachment are associated with greater fear of failure and adoption of avoidance goals. Three social cognitive variables -- challenge construal, threat construal, and competence valuation -- help explain these effects. Intimate relationships may facilitate better life outcomes by promoting a sense of attachment security, which in turn provides confidence to explore achievement contexts in an assured, appetitive, and fully engaged manner. Attachment insecurity fosters a failure-averting orientation designed to minimize threats to the self but that also hampers achievement outcomes. Implications and extensions of this framework will be discussed.

THE RELATIONAL SELF-CONSTRUAL AND INTIMACY *Susan E. Cross; Iowa State University* — Much of the research on the topic of closeness and intimacy has focused on romantic relationships and marriage. The focus in this presentation is on a marriage of a different sort – the marriage of theories of the self and theories of relationships. One consequence of this marriage is a new appreciation of the relational nature of the self. People who have developed a highly relational self-construal largely define the self in terms of close relationships. In this self-structure, representations of self-defining relationships are part of the self-space. Consequently, these individuals are motivated to develop and enhance their close relationships by pursuing intimacy and by closely monitoring their relationships. This presentation will present data from two studies showing that the relational self-construal is associated with behaviors that promote intimacy and that foster close harmonious relationships. For example, individuals with a highly relational self-construal are viewed by others as open, disclosing, and responsive. In addition, highly relational persons tend to pay close attention to the disclosures of significant others, resulting in high levels of accuracy in predicting a close other's responses. Variation in the relational self-construal also interacts with the closeness of a relationship to predict well-being. I will discuss the implications of these findings for current assumptions concerning the self and closeness.

INTIMACY GOALS AND SATISFACTION IN CLOSE SAME-SEX FRIENDSHIPS *Catherine A. Sanderson, Katie B. Rahm, Sarah A. Beigbeder; Amherst College* — Both theory and research in personality and social psychology point to a connection between intimacy and relationship satisfaction and longevity, and specifically demonstrates that individuals with a strong focus on the pursuit of intimacy in their close relationships structure and interact in these relationships in distinct ways. The present research extends prior work by examining whether the pursuit of intimacy in close same-sex friendships is also associated with greater relationship satisfaction, as well as the factors that mediate the goals-satisfaction link. Study 1 examines whether individuals with a strong focus on the pursuit of intimacy in their close friendships engage in distinct patterns of interaction (e.g., time spent, social support exchanged, self-disclosure) as well as the perception of one's friend's goals. Findings indicate that individuals with a strong focus on intimacy in friendships exchange more social support and self disclosure with their close friend, and see their friend as sharing their intense focus on intimacy. Study 2 examines the influence of intimacy goals on strategies for conflict resolution, and indicates that those with a focus on intimacy choose more constructive methods of resolving conflict. Both studies also provide mediational analyses demonstrating that those with a strong focus on intimacy goals experience more satisfaction because they interact in their close friendships in distinct ways. The theoretical and applied implications of these findings will be discussed.

SELF-EXPANSION AND INCLUSION OF OTHER IN SELF AS TWO DISTINCT PROCESSES *Debra J. Mashek[1], Gary W. Lewandowski, Jr.[2]; [1]George Mason University, [2]Monmouth University* — This paper builds on Aron and Aron's (1986) self-expansion model by arguing that "self-expansion" and "including others in the self" are two distinct processes. Previous research and theory have erroneously considered them as two identical processes. We first clarify the theoretical relevance of each construct, and delineate how the two processes are conceptually related. Second, we introduce Lewandowski's Self-Expansion Questionnaire (SEQ) as a measurement tool for distinguishing the phenomenon of self-expansion from inclusion of other in the self (as measured by Aron, Aron, and Smollan's Inclusion of Other in Self Scale). Third, we report data from multiple student samples showing that self-expansion and inclusion of other in the self are distinct processes. Importantly, self-expansion mediated the relationship between inclusion of other in the self and relationship relevant variables such as relationship quality, passionate love, and attraction to the partner. Fourth, we report data from a community sample showing that self-expansion failed to mediate the relationship between inclusion of other in the self and the relationship variables of commitment and satisfaction; self-expansion did mediate the relationship between inclusion of other in the self and passionate love. Finally, we reconcile these contradictory findings by theorizing about the possible role relationship stage ("becoming close" vs. "being close") plays in the processes of self-expansion and including other in the self.

CONSEQUENCES OF DISCREPANCIES BETWEEN EXPLICIT AND IMPLICIT ATTITUDES AND INDIVIDUAL DIFFERENCES

Chairs: *Richard E. Petty[1] and Pablo Briñol[2]*, *[1]Ohio State University, [2]Universidad Autónoma de Madrid*

Discussant: *Gregory R. Maio, Cardiff University*

Summary: People are aware of most of their evaluations (explicit), but sometimes people come to have predispositions toward others and toward themselves of which they are unaware (implicit). Much recent research has focused on examining how implicit and explicit evaluations differentially impact social cognition and behavior. Little attention has been paid to how the implicit and explicit constructs could be combined to influence social life. This symposium redresses this imbalance. In the first paper, Briñol, Petty and Wheeler consider the implications for persuasion of holding inconsistent implicit and explicit attitudes toward the self. They demonstrate that this inconsistency produces consequences similar to attitudinal ambivalence. In particular, they demonstrate that individuals with implicit/explicit self-divergences engage in more effortful elaboration of self-relevant information than do individuals with no such divergence. In the second paper, Karpinski finds that discrepancies between implicit and explicit attitudes lead to a state of dissonance with a number of effects, such as increased arousal and decreased task performance. In the third paper, Zelenski and Larsen examine how incongruent explicit and implicit motive profiles reduce emotional well-being. Using both self- and peer-ratings, they find more depression, more negative affect, and lower self-esteem in participants with divergent implicit/explicit motives. Finally, using self- and friend-ratings, Bosson finds higher rates of emotional and physical difficulties in individuals with implicit/explicit self-divergences (e.g., high-explicit/low implicit self-esteem). Together, the studies in this symposium suggest that implicit/explicit self- inconsistencies have important consequences. Such inconsistencies are associated with negative affect that individuals appear motivated to reduce.

ABSTRACTS

THE IMPACT OF EXPLICIT/IMPLICIT SELF-DISCREPANCIES ON INFORMATION PROCESSING AND ATTITUDE CHANGE
Pablo Briñol[1], Richard E. Petty[2], Christian Wheeler[3]; [1]Universidad Autónoma de Madrid, [2]Ohio State University, [3]Stanford University – People can hold simultaneously conflicting or incompatible attitudes, beliefs, and feelings toward themselves and others. Based on the assumption that people are often aware of their self-knowledge, researchers have studied the consequences of inconsistencies in explicit dimensions of the self. However, recent research on implicit cognition has shown that there are implicit, non-conscious, counterparts to our explicit self-representations. Our research examined how the divergence between explicit and implicit self-dimensions influence information processing. We conducted several studies in which explicit and implicit self-dimensions (e.g., self-esteem) were assessed. Participants were then exposed to a persuasive message containing either strong or weak arguments, and framed as self-relevant or self-irrelevant. After reading the message, participants were asked to list their thoughts and report their attitudes toward the proposal of the message. In each study, an index of explicit/implicit divergence was formed for each participant (i.e., the absolute value of the difference between the explicit and the implicit standardized measure). Relative to participants with low divergence between explicit and implicit scores, we expected and found participants with higher explicit/implicit divergence to pay more attention and to elaborate more the information framed as self-relevant. As a consequence, more attitude change was found for the strong than the weak arguments for high divergent participants, but only when the message was framed as self-relevant. Across studies, our research suggest that individuals might be motivated (and/or able) to carefully search and elaborate relevant information as a strategy to minimize or resolve the inconsistency between their explicit and implicit self-dimensions.

USING THE ENVIRONMENTAL ASSOCIATION MODEL OF IMPLICIT ATTITUDES TO UNDERSTAND DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT ATTITUDES
Andrew Karpinski; Temple University – The Environmental Association Model of implicit attitudes provides a theoretical framework for understanding the differences between implicit and explicit attitudes. Explicit attitudes are defined as endorsed evaluative associations regarding an attitude object, and hence, reflect a person's belief system regarding the attitude object. On the other hand, implicit attitudes are defined as evaluative associations a person has been exposed to in his or her environment, regardless of one's endorsement of those associations. The Environmental Association Model provides a framework to not only predict when discrepancies between implicit and explicit attitudes are likely to occur, but also to understand the consequences of those discrepancies. When people have discrepancies between implicit and explicit attitudes, the (non-endorsed) environmental associations contradict one's endorsed beliefs, resulting in a state of dissonance. This dissonance may lead to a number of dissonance-related effects, including increased arousal and decreased task performance. To decrease this dissonance, people with discrepant implicit and explicit attitudes will engage in selective exposure, selective attention, and selective interpretation of explicit attitude-consistent information. Importantly, because the amount of dissonance experienced increases as the importance of the attitude domain increases, the strength of dissonance effects resulting from an implicit and explicit attitude discrepancy will likewise increase with the importance of the attitude domain. Support for these predictions will be presented utilizing a combination of original data and reinterpretation of previous findings.

THE IMPORTANCE OF KNOWING WHAT WE WANT: HOW IMPLICIT AND EXPLICIT MOTIVES INTERACT TO PREDICT WELL-BEING
John M. Zelenski[1], Randy J. Larsen[2]; [1]Carleton University, [2]Washington University in Saint Louis – Personality psychologists have long recognized that unconscious (implicit) motives (e.g., need for power) do not correlate with conscious (explicit) goals in the same domain, and that these two classes of personality variables predict behavior in different contexts. We suggest that although they are independent of one another, implicit and explicit motives interact to influence well-being. That is, people with incongruent motive profiles (e.g., high implicit need for power and low explicit need for power) experience more internal conflict, and thus, diminished emotional well-being. We measured implicit motives by applying an empirically derived scoring technique to the Thematic Apperception Test and explicit motives with the Personality Research Form (a self-report questionnaire). Participants with divergent implicit/explicit power motives reported more depression, more negative affect, and lower self-esteem on both questionnaire and daily diary measures. A second study found similar effects of implicit/explicit motive conflict in the domain of achievement motivation. Moreover, conflicted participants' self-reports of diminished well-being were confirmed by peer-reports. That is, friends of participants with incongruent implicit/explicit achievement motivation rated those participants' well-being as relatively low, and friends of participants with congruent implicit/explicit achievement motivation rated those participants' well-being as relatively high. These results complement recent findings of

13

implicit/explicit attitude divergence in the social cognition literature, and suggest that the idea of implicit/explicit interactions is also important to the field of personality psychology.

IMPLICATIONS OF DISCREPANCIES BETWEEN EXPLICIT AND IMPLICIT SELF-ESTEEM *Jennifer Bosson; University of Oklahoma* — Discrepancies between people's explicit (conscious) and implicit (nonconscious) evaluations of self-worth were explored in conjunction with self- and friend-ratings of personality and physical health. Compared to people high in both types of self-esteem, those with high-explicit/low-implicit self-esteem received lower self- and friend-ratings of Extraversion, and lower self-ratings of Agreeableness and Conscientiousness. Friends also estimated a slightly higher incidence of physical illness for people with high-explicit/low-implicit self-esteem relative to those high in both types of self-esteem. Finally, larger high-explicit/low-implicit discrepancies were associated with lower levels of self-friend agreement regarding participants' Conscientiousness and Openness. It is proposed that the possession of explicit-implicit self-esteem discrepancies has important implications for the self, and may predispose people to emotional and physical difficulties.

Session B1
Friday, 11:45 am – 1:00 pm
Ballroom A, Hilton

INTEGRATING EVOLUTIONARY AND SOCIAL PSYCHOLOGY: RECENT ADVANCES IN THEORY AND RESEARCH ON MATE SELECTION

Chair: *Garth Fletcher, University of Canterbury, New Zealand*

Summary: The four papers in this symposium present cutting-edge exemplars of the burgeoning research and theoretical development concerned with mate selection. The authors use a range of quite different methodologies, use different kinds of sample, and deal with different substantive questions. However, all the presentations deal with four key themes. First, they pay attention to the distinction between short-term and long-term mating aims and relationships. Second, their findings and interpretations deal with both the similarities and the differences between the sexes. Third, the authors all approach mate choice and behavior as a product of interactions between the social environment and personal beliefs, desires, or other dispositions. Fourth, this symposium illustrates how evolutionary psychology (with its focus on distal causes from human evolutionary past) and social psychology (with its focus on proximal-level causes) can inform and enrich one another. Together, the four talks present a coherent and fascinating snapshot of the way in which research and theory on mate selection are both raising important questions and contributing to our understanding of the social psychology of intimate relationships.

ABSTRACTS

LUST IN OUR ANCESTRAL DUST? ASSOCIATIONS BETWEEN FEMALE REPRODUCTIVE CYCLE AND MATE PREFERENCES *Jeffry Simpson; Texas A&M University, College Station* — Recent studies have shown that women's mate preferences vary depending on where they are in their reproductive cycle. Most of this research has focused on the specific male "signals" that women find more vs. less attractive at different points of their cycle. Women, for example, tend to prefer the scent of more symmetrical men as well as men with more masculine facial features during the fertile (late follicular and ovulatory) phases of their menstrual cycles than during the infertile (e.g., luteal) phases. Men's behavioral displays might also convey important signals that affect women's attraction and mate preferences. In a recent study, we had 238 normally ovulating women view a series of men who had been videotaped while competing for a lunch date. Women then rated each man's attractiveness as a short-term and a long-term mate. As predicted, women were more attracted to men who displayed greater social presence and more direct intrasexual competitiveness when in the fertile phase of their cycles, but only as short-term mates. These findings are discussed in terms of different mate selection models.

WARM AND HOMELY OR COLD AND BEAUTIFUL? TRADING OFF TRAITS IN MATE SELECTION *Garth Fletcher; University of Canterbury, Christchurch, New Zealand* — Prior research suggests that people use three main criteria when selecting their mates: Warmth/Loyalty, Vitality/Attractiveness, and Status/Resources. In study 1, 100 men and 100 women made mating choices between pairs of hypothetical potential partners, for both long-term and short-term partners, but were forced to make various tradeoffs between these three criteria, as often occurs in real-life mate choices (e.g., warm, homely, and rich, versus cold, attractive and rich). As predicted, women, relative to men, placed a greater importance on Warmth/Loyalty, and Status/Resources in a potential mate, but less importance on Vitality/Attractiveness. Study 2 replicated these results, with 100 men and 100 women as participants, but with more realistic mate descriptions. Study 2 also found (a) no evidence that conservatism or sociosexuality either explained or moderated the effects of gender, and (b) that, for both men and women, Vitality/Attractiveness was perceived as more important in short-term compared to long-term relationships, whereas standards related to Warmth/Loyalty and Status/Resources declined in importance for short-term relationships. As expected, both studies found that gender differences were magnified for long-term (compared to short-term) mate choice, and Warmth/Loyalty was the most pivotal criterion generally in determining mate choice. Finally, path analyses for both studies showed that importance ratings of ideal standards partly mediated the effects of sex on mate choice. Explanations in terms of social and evolutionary psychology are discussed, along with the role of within-sex versus between-sex differences.

THE SIGNIFICANCE OF BEAUTY: A SOCIAL AND EVOLUTIONARY EXPLORATION OF SHORT-TERM MATE PREFERENCES *Pamela Regan; California State University, Los Angeles* — Over the course of a lifetime, many individuals not only establish long-term, romantic partnerships, but also enter into short-term, sexual liaisons. The majority of mate selection theorists now recognize that humans possess multiple mating goals (see Buss & Schmitt, 1993). Most researchers, however, have continued to focus almost exclusively on preferences for long-term (i.e., marriage) partners. Less is known about the dynamics of short-term mating, despite the fact that casual sexual encounters commonly occur (Michael et al, 1994) and are associated with a panoply of both positive and negative outcomes (Regan & Dreyer, 1999). My research explores three related aspects of short-term mating: Sex appeal or sexual desirability; partner preferences; and compromise. Data collected from diverse participant samples (adult and adolescent; heterosexual and homosexual), and with varying methodologies (descriptive, experimental), reveal that the sex differences commonly obtained in research on long-term partner preferences (with women emphasizing status and men emphasizing appearance) are generally not obtained in research on short-term partner preferences. Specifically, both sexes emphasize external attributes when considering a potential short-term mate, believe that physical beauty is the single most important component of sex appeal, and are unwilling to compromise their standards with respect to appearance attributes. A consideration of both social psychological and evolutionary theories suggests that both proximal and ultimate factors work together to create and sustain the overwhelming emphasis placed upon physical attractiveness in the context of short-term mating.

SEXUAL TREACHERY *David M. Buss; University of Texas, Austin* – Sexual Strategies Theory initially focused on the dual mating strategies pursued by men and women, highlighting the temporal dimension of short-term and long-term mating. Recent research points to a broader array of mating strategies within this temporal dimension that reveals substantial amounts of sexual treachery. Men and women sometimes have trouble being "just friends" because of the intrusion of unwanted mating desires. Same-sex friends sometimes turn into mating rivals, competing for the same mate or attempting to lure a friend's mate. Mate poaching has emerged as a distinct mating strategy, since the most desirable mates are often already in existing relationships. Lovers betray their partners through brief sexual encounters and sometimes longer term affairs, shattering utopian visions of long-term love. Spurned mates sometimes turn into stalkers and occasionally into killers. Human social relationships cannot be fully understood without grappling with the mating duplicity, betrayal, and violence that permeates friendships and mateships. This paper presents recent research by the author and his colleagues on these subterranean sides of human mating, and outlines a more comprehensive theory of human mating.

Session B2
Friday, 11:45 am – 1:00 pm
Ballroom B, Hilton

DYNAMIC MODELS OF PERSONAL AND INTERPERSONAL EXPERIENCE

Chairs: *Stephen J Read[1] and Robin R. Vallacher[2], [1]University of Southern California, [2]Florida Atlantic University*

Summary: Human experience reflects the interplay of multiple forces operating on various time scales to promote constantly evolving patterns of thought, emotion, and action. The complexity and dynamism of personal and social phenomena have long been recognized, but capturing these features of psychological process represents a serious challenge for traditional approaches. In this symposium, we introduce basic concepts from the study of nonlinear dynamical systems, and we outline the relevance of these ideas and approaches for investigating phenomena at different levels of psychological reality. We suggest that the dynamical perspective is ideally suited to capture the emergence and maintenance of global properties in a psychological system, and for investigating the time-dependent relation between external influences and a system's internally generated forces. Although fairly new to personality and social psychology, the dynamical perspective has been implemented with respect to a wide variety of phenomena, utilizing both empirical methods and computer simulations, and examining both individual and group behavior. This diversity is reflected in this symposium. Vallacher et al will discuss techniques for measuring the dynamic properties of human thought. Kenrick et al.introduce a dynamic evolutionary approach and discuss simulations illuminating how the interaction of individual decision rules can lead to emergent patterns of group behavior. Simon and Holyoak discuss how a model of structural dynamics, similar to classic cognitive consistency ideas, captures important aspects of everyday decision making. Read and Miller present a connectionist model that simulates aspects of personality dynamics, as well as capturing major dimensions of personality (e.g., Big five).

ABSTRACTS

MENTAL EQUILIBRIUM: IDENTIFYING FIXED-POINT ATTRACTORS IN THE STREAM OF THOUGHT *Robin R. Vallacher[1], Andrzej Nowak[2], Matthew Rockloff[3]; [1]Florida Atlantic University, Boca Raton, [2]Warsaw University, Poland, [3]Central Queensland University, Australia* – The stream of thought and feeling is ever-changing, yet reflects (and is constrained by) underlying structures that lend stability to mental experience. Capturing the equilibrium tendencies underlying cognitive-affective dynamics represents a challenge for traditional research methods. To meet this challenge, we introduce a method designed to identify fixed-point attractors in time-series data. An attractor is a state toward which a system evolves over time, and is signaled by two key properties. First, a system spends more time in the basin of attraction than outside the basin. Second, the system's rate of change (speed) is slower when it is within as opposed to outside of this basin. To operationalize these considerations, we scale a person's thoughts in terms of a basic parameter, such as global evaluation or mood, and assess how frequently the person experiences different intervals along the parameter dimension. For each interval, we also calculate the average difference between the interval values of the preceding and succeeding thoughts (i.e., how quickly the person's state changes when in each state). We then compute the correlation across intervals between these measures of frequency and speed. Negative values of this instability index indicate a fixed-point attractor (the system slows when in frequently visited intervals), whereas positive values indicate the absence of stabilizing tendencies. In preliminary research (Johnson & Nowak, 2002), this method was used to identify the attractor tendencies in the mood trajectories of people diagnosed with bipolar depression. Research in progress is investigating attractor tendencies in the stream of self-evaluative thought.

DYNAMICAL EVOLUTIONARY PSYCHOLOGY: INDIVIDUAL DECISION-RULES AND EMERGENT SOCIAL NORMS *Douglas T. Kenrick[1], Norman P. Li[1], Jonathan Butner[2];[1]Arizona State University, Phoenix, AZ, [2]University of Utah, Salt Lake City, UT* – A new theory integrating evolutionary and dynamical approaches is proposed. Consistent with work in evolutionary psychology, the model assumes: human psychological mechanisms can be conceived as a set of conditional decision-rules designed to serve fundamental motivations associated with key problem areas confronted by human ancestors; qualitatively different decision- rules are associated with different problem domains; and individuals differ in decision-rules as a function of adaptive and random variation. Consistent with research and theory on dynamical systems, decision mechanisms within any given individual are presumed to unfold in dynamic interplay with decision mechanisms of others in the social network. Combining these assumptions implies that decision mechanisms in different domains have different dynamic outcomes, and sometimes lead to different socio-spatial geometries. Several series of simulations -- examining trade-offs in cooperation and mating decisions -- illustrate how individual decision-mechanisms and group dynamics mutually constrain one another. This approach offers new insights for an understanding of gene-culture interactions.

STRUCTURAL DYNAMICS OF DECISION MAKING *Dan Simon[1], Keith J. Holyoak[2]; [1]University of Southern California, [2]UCLA, Los Angeles, CA* – Recent models of explanation and decision making have incorporated ideas closely related to classic consistency theories in social psychology. These ideas are based on the idea of coherence seeking in connectionist models of constraint satisfaction. People strive for coherence, which can sometimes lead them to make inferences that have no apparent logical basis. For example, rather than evidence only influencing a decision, there are times when a developing decision will affect the evaluation of evidence. We will review a series of experiments showing how coherence-seeking allows people to make confident decisions based on extremely ambiguous information. We will also outline how such

coherence seeking can influence several different aspects of the decision making process, such as high levels of confidence in decisions, as well as shifts in evaluation of evidence during the decision process, so that the evidence evaluation shifts to bolster the final decision. College students role-played either serving as judges for a complex legal case, or having to decide between two closely-matched job offers. Coherence seems to emerge as a side effect of normal comprehension, even when no explicit decision is required.

VIRTUAL PERSONALITIES: A NEURAL NETWORK MODEL OF PERSONALITY DYNAMICS *Stephen J. Read, Lynn C. Miller; University of Southern California* — We present a neural network model of personality that simulates several major aspects of personality dynamics, as well as capturing three major dimensions of personality that can be found in major models of temperament and in the Big 5. The model has two goal systems: an approach system (BAS) and an avoidance system (BIS), as well as a behavior system. In addition, there is a system that governs the level of disinhibition / constraint (IS) in the two goal systems and the behavior system. Within both goal systems, agentic and communal goals are specified. By tweaking the parameters of this system (e.g., chronic activation of goals, sensitivity of goal systems, level of disinhibition / constraint), and randomly or systematically varying situational arrays, distinct patterns of "behavior" by Virtual Personality (VPs) across "situations" emerge that fit with classic distinctions (e.g., Big 5, temperaments). We will present various simulations that demonstrate these phenomena. VPs provide an exciting vehicle for integrating disparate approaches to personality to better understand the dynamics, situational responsiveness, and consistency of persons in situations.

Session B3

Friday, 11:45 am – 1:00 pm

Ballroom C, Hilton

HOW CLOSE PARTNERS SHAPE THE SELF AND PERSONAL WELL-BEING

Chairs: *Madoka Kumashiro and Caryl E. Rusbult, University of North Carolina, Chapel Hill*

Discussant: *Madoka Kumashiro, University of North Carolina, Chapel Hill*

Summary: In recent years, considerable attention has been dedicated to understanding the role of the self in influencing couple functioning. Less attention has been dedicated to understanding how relationships may also shape the self and influence personal functioning. The purpose of this symposium is to integrate important theoretical and empirical work regarding the role that close partners play in promoting (vs. inhibiting) vital self needs. The presentations address several ways in which close partners shape selves, examining processes involving both interdependence and autonomy that rest on properties of the partner, relationship, and self. Nancy Collins proposes that when faced with situations of high stress, partners with positive self-models provide more empathetic, responsive support; partners with negative self-models display ineffectual support-giving and are insensitive to the other's level of distress. Sandra Murray discusses how individuals with a chronic sense of low regard from their partners anticipate rejection in response to self-doubt and internalize acute experiences of rejection; those with a sense of positive partner regard compensate for self-doubt by anticipating acceptance and developing higher self-esteem. Madoka Kumashiro discusses the Michelangelo phenomenon, a process whereby close partners sculpt one another in such a manner as to yield movement toward (vs. away from) each person's ideal self; responsive partner affirmation and self movement toward ideal generate high levels of both

personal and couple functioning. Edward Deci shows that close relationships do not necessarily subjugate personal autonomy; indeed, friendships characterized by mutually high support for autonomy exhibit greater emotional reliance, attachment security, and satisfaction.

ABSTRACTS

RESPONDING TO NEED IN INTIMATE RELATIONSHIPS: THE ROLE OF THE SELF *Nancy L. Collins, Maire B. Ford, Anna Marie Guichard; University of California, Santa Barbara* — Social support plays a critical role in the maintenance of satisfying relationships, but partners differ greatly in their willingness and ability to provide effective support. This study examined the role of the self in the provision of support to one's romantic partner. We hypothesized that individuals who possess positive self-models (relative to those with negative self-models) will be better able to provide responsive support to their partner in times of need. To test this hypothesis, we brought couples (N = 84) into the lab and created a stressful speech task for one partner in order to examine the caregiving behavior of the other partner (the support-provider). We then manipulated the support-provider's perception that his/her partner was extremely distressed (high need condition) or not at all distressed (low need condition). Finally, we assessed the support-provider's cognitive, emotional, and behavioral responses using explicit and implicit measures. Results revealed that support providers with positive self-models were highly responsive to their partner's needs; when they believed that their partner was extremely distressed, they provided more support, were more cognitively focused on their partner, and experienced more empathy. In contrast, those with negative self-models failed to increase their support in response to need, and showed high levels of cognitive rumination and empathy regardless of their partner's level of distress, indicating a clear lack of sensitivity to their partner's emotional cues. These data suggest that positive self-models enhance one's ability to be truly responsive to the needs of others, and provide insights into some possible mechanisms.

THE RELATIONAL CONTINGENCIES OF SELF-ESTEEM: HOW PERCEIVED REGARD SHAPES THE SELF *Sandra L. Murray[1,2], Dale W. Griffin[1,2], Paul Rose[1,2], Gina M. Bellavia[1,2]; [1]University at Buffalo, [2]State University of New York* — This paper examines whether, why, and how marital relationships function to affirm, protect, or diminish the self - that is, the relational contingencies of self-esteem. As a spouse has something of a privileged status as a perceived confidant, observer, and informant on the self, day-to-day experiences in marriage should have a powerful effect in shaping personal feelings of self-worth. The current longitudinal daily diary study tests the hypothesis that the self-affirming potential of marriage depends on people possessing a sense of felt security in the belief that their partner values, accepts, and loves them. Each member of 154 married couples completed a daily experience record for 21 consecutive days. People who chronically felt less positively regarded by their partner anticipated less acceptance on days after they felt particularly badly about themselves. In contrast, people who chronically felt more positively regarded compensated for one day's acute self-doubts by anticipating and perceiving greater acceptance and love from their partner on subsequent days. People who chronically felt less positively regarded by their partner also internalized acute experiences of rejection, feeling worse about themselves on days after they feared their partner's annoyance or irritation. Over the course of a year, moreover, feeling more positively regarded and loved initially predicted relative increases in chronic levels of self-esteem. The implications of these results for the sociometer model of self-esteem is discussed.

THE MICHELANGELO PHENOMENON: HOW CLOSE PARTNERS SCULPT THE IDEAL SELF *Madoka Kumashiro, Caryl E. Rusbult, Michael K. Coolsen; University of North Carolina, Chapel Hill* — Among the many interpersonal forces that shape the self, few if any "sculptors of the self" exert effects as powerful as those of our close partners. Such effects can vary from exceedingly positive to exceedingly negative: Some close partners bring out the best in each other, whereas others either fail to do so or bring out the worst in each other. The "Michelangelo phenomenon" describes a pattern of interdependence whereby close partners sculpt one another in such a manner as to bring each person closer to his or her ideal self (Drigotas, Rusbult, Wieselquist, & Whitton, 1999). Specifically, self movement toward the ideal is facilitated to the extent that the close partner's perceptions of the self (perceptual affirmation) and behaviors toward the self (behavioral affirmation) are congruent with the self's ideal. The current study investigated the benefits of the Michelangelo phenomenon to personal growth, subjective well-being, and relationship well-being in marital relationships. Both partners of 79 married couples provided measures of perceptual and behavioral affirmation, movement toward ideal traits, subjective well-being and relationship well-being. Analyses examining both perceived affirmation (within-participant analyses) and actual affirmation (across-partner analyses) revealed strong associations between affirmation and movement toward the ideal self and between affirmation and personal and relationship well-being. Potential mechanisms of affirmation and movement toward the ideal self will also be discussed.

DO AUTONOMY AND RELATEDNESS CONFLICT IN HIGH QUALITY FRIENDSHIPS *Edward L. Deci, Richard M. Ryan, Jennifer G. La Guardia, Arlen Moller; University of Rochester* — The needs for autonomy and relatedness have often been said to conflict within close relationships. People want to feel free to do what they find interesting or important, but they must subjugate their own autonomy in order to have a high quality relationship. Initial evidence indicates, however, in line with self-determination theory, that the feeling of autonomy within marriage relationships enhances (rather than detracts from) relationship satisfaction (Blais, Sabourn, Boucher, & Vallerand, 1990). In two studies we extended this to close friendships, testing the hypothesis that mutual autonomy support between partners in close-friend dyads would be associated with the highest level of friendship satisfaction, attachment security, emotional reliance, and well-being. The first study involve 98 close-friendship pairs and the second, 124 pairs. In the first study, results indicated that mutually high support for autonomy was associated with high levels of friendship satisfaction, well-being, attachment security, and emotional reliance, whereas relationships that were either imbalanced or mutually low with respect to autonomy support resulted in far worse outcomes. In the second study, the results of the first study were replicated. In addition, we used the Griffin and Gonzales (1995) procedure to examine dyad level variations and correlations. Results indicated, first, that there was similarity among partners in levels of autonomy support, relationship satisfaction, well-being, attachment security, and emotional reliance. Further, dyad-level correlations indicated that mutuality of autonomy support predicted mutuality of relationship satisfaction, dyadic adjustment, attachment security, and emotional reliance.

INNOVATIVE CONCEPTUAL AND APPLIED APPROACHES TO HIV/AIDS PREVENTION AND INTERVENTION

Chairs: *Josephine D. Korchmaros and Jeffrey D. Fisher, University of Connecticut, Storrs*

Discussant: *Christopher Gordon, National Institute of Mental Health*

Summary: The advent of effective medical treatments that slow the reproduction of HIV have greatly improved the health and extended the lifespan of people living with HIV. Consequently, the number of people living with HIV who are healthy enough to engage in risky behaviors—behaviors that can result in HIV transmission—has increased substantially. This symposium presents some of the most innovative recent approaches to HIV/AIDS behavioral change prevention and intervention. These approaches emphasize how social context and social motivation contribute to sexual risk. Cooper, Albino, Agocha, and Collins show that perceptions of risk posed by a sexual partner not only result from the perceiver's personality, but also from relationship factors. Paikoff et al. show the importance of the social context of the family in participation in sexual risk situations. Korchmaros, Fisher, and Cornman emphasize the relationship between reminders of HIV status and social motivation, and demonstrate that such reminders and the ensuing mortality salience are related to frequency of risky sexual behavior among people who have HIV. Each of these papers presents a direct application of social psychological theory and concepts to an urgent social issue. Christopher Gordon from NIMH will discuss the contributions of such applications to HIV prevention, NIMH's role in supporting such social psychological work, and new, innovative NIMH initiatives in the area. In sum, this symposium is a unique illustration of how social psychology is applied to HIV/AIDS prevention and intervention and how that application can inform future theory and research.

ABSTRACTS

INTRAINDIVIDUAL AND DYADIC FACTORS CONTRIBUTING TO BIASED PERCEPTIONS OF SEXUAL RISK IN INTIMATE RELATIONSHIPS *M. Lynne Cooper[1], Austin Albino[1], V. Bede Agocha[2], Nancy L. Collins[3]; [1]University of Missouri-Columbia, [2]University of Connecticut, Storrs, [3]University of California, Santa Barbara, CA* — Intimate relationships confer substantial physical and mental health benefits on individual couple members, but can also carry largely unrecognized risks of infection with AIDS and other sexually transmitted diseases (Misovich, Fisher, & Fisher, 1997). Using data from a community sample of 300 Black and White heterosexual adult couples, the present study examined intraindividual and dyadic factors that contribute to reduced perceptions of sexual risk posed by one's intimate partner. Couple members were interviewed separately and in private by trained same-sex interviewers, using state-of-the-art techniques for obtaining sensitive information. Participating couples reflected the full range of relationship commitment, from recently established dating relationships to long-term committed relationships. Results showed that both men and women consistently underestimated their partner's extra-relationship sexual experience, and perceived their partner's as posing little risk – even when their partner's past and concurrent behaviors indicated substantial risk. Regression analyses further revealed that although perceptions of risk posed by

one's partner were significantly predicted by the partner's self-reported current and past risk behaviors, they were even more strongly predicted by the perceiver's personality (attachment style, need for intimacy), by beliefs about the partner's trustworthiness, and by relationship satisfaction. Finally, although bias was evident in both men and women's risk perceptions, beliefs about the partner and relationship satisfaction accounted for nearly twice as much residual variance (after controlling for partner risk behavior) in risk perceptions among women as men, suggesting that women are more motivated than men by relationship considerations to underestimate their partner's riskiness.

THE CHAMP FAMILY PROGRAM: WORKING IN COLLABORATION WITH COMMUNITIES AND FAMILIES TO IMPROVE YOUTH CHANCES. *Roberta L. Paikoff[1], Donna Baptiste[1], Sybil Madison-Boyd[1], Doris Coleman[1], Carl C. Bell[1,2], Mary McKay[3], CHAMP - Chicago Collaborative Board[4] ; [1]University of Illinois at Chicago, [2]Community Mental Health Council, Chicago, IL, [3]Columbia University, [4]Community Mental Health Council, University of Illinois, Chicago, Habilitative Systems, Inc, all of Chicago, IL* — The goal of the current work was to develop, in collaboration with a targeted community, a family-based preventive intervention aimed at reducing HIV risk exposure for urban African American youth. Such interventions are frequently suggested as being more contextually and developmentally relevant than individually-based interventions, however few family-based approaches have been undertaken in this new arena of study. This paper will describe our work forming a collaborative board to oversee development, implementation, and evaluation of our family-based program for pre and young adolescents. The changes in collaborative group process over time, as well as the impact upon program and study design will be discussed. Ultimately, the family intervention we developed recruited approximately 300 pre and young adolescents from public schools, and provided them (along with their families) with a group-based 12 week HIV prevention intervention. Families met together, then worked in "generational groups" (parents and children in separate groups) and then were "re-combined" to discuss issues in family groupings. Groups were co-facilitated by mental health interns and community members. Family process, social support, and HIV risk exposure were targeted outcomes. Initial results of the intervention suggest that participation can improve family decision making as well as knowledge regarding HIV/AIDS and may decrease HIV risk exposure through delaying participation in sexual risk situations. Results have implications for using developmentally and contextually relevant community collaborative approaches to design preventive interventions for youth and families.

HIV COPING, SAFER SEXUAL BEHAVIOR, AND MEDICAL ADHERENCE: A THEORETICAL APPROACH *Josephine D. Korchmaros, Jeffrey D. Fisher, Deborah H. Cornman; University of Connecticut, Storrs* — Terror management theory (TMT) (Greenberg, Pyszczynski, & Solomon, 1986), a relatively new theory of human motivation, proposes that mortality salience leads people to act in ways that affirm their worldview and their value in it. Using this perspective, we examined how reminders of HIV status are related to coping, risky behaviors (i.e., behaviors that may lead to transmission of HIV), and medical adherence of people living with HIV. Every six months over the course of a year, HIV infected gay and bisexual men of varying age, health-status, and ethic background completed paper-and-pencil questionnaires. These questionnaires included measures of risky behavior, medical adherence, coping, and number and type of HIV-related complications. Initial results of this research garnered from data collected at time 1 and time 2 indicate that, as expected, the degree to which people experience and are bothered by HIV-related health problems is related negatively to use of denial coping strategies and positively to use of avoidance and active coping strategies. It is also related positively to intrusion of HIV-related thoughts and death anxiety, which is negatively related to frequency of engagement in risky sexual behavior. These findings suggest ways to decrease the practice of risky behaviors and to help HIV infected individuals cope effectively with having HIV and, thus, improve their emotional and psychological well-being. These findings may also suggest ways to refine TMT.

Session B5
Friday, 11:45 am – 1:00 pm
Studio 1/2, Sheraton

VULNERABILITY VS. RESILIENCE: RECENT PERSPECTIVES ON THE EMOTIONAL CONSEQUENCES OF PERCEIVED PREJUDICE

Chairs: *Brenda Major and Cheryl R. Kaiser, University of California, Santa Barbara*

Discussant: *Jennifer Crocker, University of Michigan*

Summary: Theoretical and empirical developments in the psychology of prejudice have shifted from an almost exclusive focus on "who is prejudiced and why" to include a focus on the psychological implications of prejudice for its targets. The research in this symposium reflects this emerging perspective and provides insights into the emotional consequences of perceiving oneself or one's group as a target of prejudice. The papers will illustrate that both vulnerability and resilience are common emotional and behavioral responses to being a target of prejudice, and address factors that differentiate these responses. Postmes and Branscombe will address how racially desegregated environments heighten African Americans' perceptions of ingroup rejection, which in turn decrease ingroup identification, which ultimately threatens subjective well-being. Shelton and Sellers will show that perceived racial discrimination influences African Americans' mental health, but that this relationship depends upon their attitudes and beliefs about being African American. Kaiser will discuss dispositional optimism as a buffer of self-esteem and emotions among men and women confronted with sexism against their gender group. Major will address how endorsing status-legitimizing ideologies (e.g., the Protestant Work Ethic and the Belief in Just World), moderates women's personal and collective self-esteem following exposure to prejudice against their group. Finally, Crocker will provide an integrative perspective on these talks. Collectively, this research brings together important new developments in the study of the emotional consequences of prejudice and highlights the importance of addressing moderators of these responses.

ABSTRACTS

INFLUENCE OF LONG-TERM RACIAL ENVIRONMENTAL CONTEXT ON SUBJECTIVE WELL-BEING IN AFRICAN AMERICANS *Tom Postmes[1], Nyla R. Branscombe[2];[1]University of Exeter, [2]University of Kansas* — Two studies (N = 126, N = 114) of African Americans supported a model predicting that more racially segregated life contexts are associated with feelings of acceptance by other ingroup members and, to a lesser extent, rejection by outgroup members. Ingroup acceptance and outgroup rejection in turn influenced identification with the ingroup, which was a strong predictor of psychological well-being. Alternative models were not supported. Results suggest that environments that are segregated offer ingroup support and acceptance, thereby protecting self-esteem against possible perils of rejection by a powerful outgroup. Findings suggest that the improvement of intergroup relations should not be at the expense of intragroup relations.

THE ANTECEDENTS AND CONSEQUENCES OF RACIAL DISCRIMINATION: THE ROLE OF RACIAL IDENTITY *J. Nicole Shelton[1], [1]Princeton University, Robert M. Sellers[2]; [2]University of Michigan* – This study examined the role that dimensions of racial identity play regarding the antecedents and consequences of perceived racial discrimination among African American college students. Two hundred sixty-seven African American college students participating in a longitudinal study completed measures of racial identity, perceived racial discrimination, and mental health outcomes (depression, anxiety, and perceived stress) at two time points. Racial identity centrality was positively associated with subsequent perceived racial discrimination even after controlling for previous perceptions of racial discrimination. Additionally, perceived discrimination was negatively associated with subsequent event-specific and global mental health outcomes even after accounting for previous perceptions of discrimination and mental health status. Finally, racial ideology and public regard beliefs moderated the negative relationship between perceived racial discrimination and subsequent mental health outcomes. The results illustrate the complex role racial identity plays in the lives of African Americans.

OPTIMISM AND THE EMOTIONAL CONSEQUENCES OF PERCEIVING PREJUDICE *Cheryl R. Kaiser, Brenda Major, and Shannon K. McCoy; University of California, Santa Barbara* – We will present research examining whether the possession of personal resources, such as dispositional optimism, influences the emotional consequences of perceiving oneself or one's group as a target of prejudice. Drawing from a stress and coping perspective, we hypothesized that the possession of an optimistic outlook on life would serve as a source of resilience among both high and low status groups faced with prejudice. Men and women who had previously completed an optimism measure read about prejudice directed towards their respective gender group, prejudice against an outgroup (the elderly), or neutral information unrelated to prejudice. Self-esteem and depressed emotions subsequently were assessed. Consistent with predictions, exposure to sexism did not have a direct negative effect on men and women's emotional well-being. Rather, optimism moderated the consequences of seeing one's gender group as a target of prejudice, such that optimistic people were resilient to sexism, whereas pessimistic people were not. Among men and women who read about sexism directed against their respective gender group, an optimistic outlook on life was associated with less depressed emotions and higher self-esteem. Among participants not faced with sexism (i.e., those who read about prejudice against the elderly or neutral information), optimism was unrelated to depressed emotions and more weakly positively related to self-esteem. This research emphasizes the importance of examining sources of vulnerability and resilience in understanding emotional responses to prejudice.

FARING WELL IN AN UNFAIR WORLD: IDEOLOGY ENDORSEMENT AND THE IMPACT OF PREJUDICE ON SELF-ESTEEM *Brenda Major, Cheryl R. Kaiser; University of California, Santa Barbara* – This talk will address how endorsing status-legitimizing ideologies, such as the Belief in a Just World (BJW) and the Protestant Work Ethic (PWE), moderates personal and collective self-esteem in response to perceiving prejudice against one's group. Two experiments will be described in which women, who had previously completed measures of BJW or PWE, read about prejudice against women or one of two control articles, and then completed measures of personal and collective self-esteem. We hypothesized that endorsing BJW and/or PWE would be a risk factor for women who read about prejudice against women, but a protective factor for women in the control groups. As predicted, endorsing BJW and PWE was negatively related to personal and collective self-esteem among women faced with sexism but was positively related to personal and collective self-esteem among women who read neutral information. These findings address the philosophical question of why disadvantaged groups often endorse ideologies that justify their inferior

position in society. Quite simply, endorsing ideologies is psychologically adaptive when justice concerns are not salient or when groups other than one's own face injustice. Endorsing legitimizing ideologies is psychologically risky, however, if one belongs to a group that is chronically vulnerable to being a target of overt prejudice or is in a situation where prejudice is blatant. The double-edged sword of ideologies that justify inequality, and the importance of examining sources of vulnerability and resilience to prejudice will be discussed.

Session B6
Friday, 11:45 am – 1:00 pm
Studio 3/4, Sheraton

ATTITUDE CHANGE AND STRENGTH-RELATED ATTITUDE PROPERTIES: COGNITIVE MECHANISMS OF INFLUENCE

Chair: *Jon A. Krosnick, Ohio State University*

Discussant: *Wendy Wood, Texas A&M University*

Summary: Research on the causes, structure, and consequences of attitude strength is thriving internationally, and this session proposes to bring together faculty from American universities (New York University and Ohio State University) and European universities (University of Amsterdam, University of Nijmegen, and Cardiff University) to present their latest work on the topic. The research to be presented investigates the ways in which strength-related attitude properties are structured and affect attitude change processes. One of the vexing puzzles confronting social psychologists studying attitude strength is the structure of features clearly related to this construct. By studying the relations of various strength-related attiributes to attitude change processes, it is possible to discern linkages and interdependencies at work.

Krosnick and Lampron investigated the impact of value-relevance and outcome-relevance on susceptibility to attitude change. Chaiken and Tordesillas explored the role of attitude functions in regulating the impact of attitude importance on selective judgment. Maio investigated the role of ambivalence in regulating responsiveness to racism-related persuasive messages. Holland, Verplanken, Knippenberg, and Karremans explored the roles of various strength-related properties in regulating self-perception effects. And van Harreveld and van der Pligt examined the impact of ambivalence on information-seeking and depth of information processing.

All of these authors' findings are consistent with the general claim that stronger attitudes are more cognitively motivating, and the richness in the details of the evidence clarify how and why this occurs.

Wendy Wood (a long-time contributor to this literature) will serve as discussant, drawing links between the papers and sketching out directions for future investigation.

ABSTRACTS

DIFFERENT TYPES OF INVOLVEMENT MODERATE PERSUASION PROCESSES (SOMEWHAT) DIFFERENTLY: CONTRASTING OUTCOME-BASED AND VALUE-BASED INVOLVEMENT *Stephanie Lampron, Jon A. Krosnick, Eric Shaeffer, Richard E. Petty, Michelle See; Ohio State University* – The Elaboration Likelihood Model of attitude change posits that any perceived connection between an object and the self will induce deeper processing of relevant persuasive messages. Recently, Johnson and Eagly proposed an additional hypothesis subdividing self-relevance into two parts: value-relevance may induce resistance to atti-

tude change, regardless of argument quality, whereas outcome-relevance may induce no bias against attitude change. We explored these hypotheses in a series of eight studies, first developing a new manipulation of value-relevance and then experimentally manipulating value-relevance and outcome-relevance in parallel. The quality of arguments in a persuasive message was manipulated, and attitude change and a host of process variables were measured. As expected, both value-relevance and outcome-relevance induced greater sensitivity to argument quality: individuals high in either value-relevance or high in outcome-relevance were more responsive to strong arguments and less responsive to weak arguments than were people low in value-relevance and outcome-relevance. Also as predicted, value-relevance induced resistance to attitude change, where outcome-relevance did not. These conclusions were supported both by evidence of the impact of the manipulations and by correlational analyses within experimental conditions. Additional findings demonstrated that value-relevance and outcome-relevance are mutually influential of one another, so a manipulation of one yield collateral changes that may have been responsible for observed patterns in past studies. And the manipulation of value-relevance failed to influence attitude importance, contradicting a hypothesis offered by Boninger et al. (1995). These findings and others reinforce the multidimensional view of strength-related attitude features and help to clarify the effects of various such dimensions.

THE EFFECTS OF ATTITUDE FUNCTIONS AND PERSONAL IMPORTANCE ON SELECTIVE JUDGMENT *Shelly Chaiken, Rosalind Tordesillas; New York University* — This research explored whether different attitude functions lead to different information processing goals, which in turn determine whether personal importance induces biased or unbiased processing of new information. In the first phase of the project, a self-report measure of attitude functions was developed using two social issues. Subscales measuring the instrumental, value-expressive, and social adjustive functions showed high reliability and construct validity. In the second phase of the project, a selective judgment paradigm was utilized, in which participants evaluated two editorials, one congruent and one incongruent with their positions on the issue of benefits for illegal immigrants. We expected that when attitudes served an instrumental function, individuals' processing orientation would be more defensive, and personal importance would be positively associated with selective judgment. When attitudes served a value-expressive function, individuals' processing orientation was expected to be more open-minded, and personal importance was expected to be negatively associated with selective judgment. Only the second prediction was supported. Regression analyses yielded a significant interaction between value-expressiveness and importance, indicating that the positive effect of personal importance on selectivity in ratings of how well the editorials were argued became more negative at higher levels of value-expressiveness. These results will be discussed in terms of the literature on the role of values in attitude formation and change, and the role of motivation in the effects of different forms of attitude strength.

EFFECTS OF ANTI-RACISM MESSAGES ON INTERGROUP ATTITUDES: THE MODERATING ROLE OF ATTITUDINAL AMBIVALENCE AND MESSAGE DESIGN *Gregory R. Maio[1], Susan E. Watt[1], Miles Hewstone[2]; [1]Cardiff University, [2]Oxford University* — This research tested whether the effect of anti-racism messages on implicit and explicit attitudes toward ethnic groups depends on the message recipients' initial ambivalence toward the groups. In several experiments, participants took part in a pre-test session, which measured several attributes of their attitudes toward ethnic minority people (e.g., valence, embeddedness), including ambivalence. Several months later, participants were exposed to an anti-racism message. For example, in one experiment, participants read either a flawed anti-racism editorial that argued in favor of increased quotas for immigration to Britain or a neutral filler editorial. In another experiment, participants read either an anti-racism advertisement or a control advertisement. Exposure to the anti-racism messages positively influenced nonambivalent participants' implicit and explicit intergroup attitudes, whereas the anti-racism messages negatively influenced ambivalent participants' intergroup attitudes. An additional study identified the types of messages that are likely to be most effective. These effects of ambivalence were sustained even when controlling for attitude valence, extremity, certainty, importance, intensity, and embeddedness, supporting a multi-factorial view of these strength-related attitude properties.

PERCEIVING OR RETRIEVING: PROCESSES UNDERLYING THE MODERATION OF ATTITUDE STRENGTH ON SELF-PERCEPTION EFFECTS *Rob W. Holland[1], Bas Verplanken[2], Ad van Knippenberg[1], Johan C. Karremans[3]; [1]University of Nijmegen, The Netherlands, [2]University of Tromsø, Norway, [3]Free University Amsterdam, The Netherlands* — In two experiments, we investigated processes underlying the moderation of self-perception by strength-related attitude features. Specifically, we tested whether attitude 'commitment' (i.e., the ability to retrieve a clear and decided attitude) is a pivotal factor. Corroborating predictions, Experiment 1 showed that commitment (measured by certainty and accessibility) moderated self-perception effects, whereas centrality (i.e., importance, centrality to values) did not. Only low, but not high commitment participants were influenced by their recent overt behavior (signing a petition for Amnesty International) when subsequently reporting their attitudes. In Experiment 2, commitment was manipulated by repeated expression. Subsequent overt attitude-expressive behavior (donating money to Amnesty International) only influenced attitudes of participants who expressed their attitude only once, but not those who repeatedly expressed their attitudes. Taken together, the two experiments suggest that commitment moderates self-perception effects and support a multi-dimensional view of attitude strength.

ATTITUDE AMBIVALENCE AND INFORMATION PROCESSING *Frenk van Harreveld, Joop van der Pligt; University of Amsterdam* — Previous research has shown that ambivalent attitudes are more pliable, less accessible, and less predictive of intention and behavior. More recently, it has been argued that the perceived internal inconsistency associated with ambivalence might be experienced as uncomfortable, leading to a motivation to reduce this inconsistency. In three studies, these motivational issues were examined. In the first study, ambivalence was related to various routes of information processing and attitude change. If people are motivated to reduce ambivalence, ambivalent attitude holders might be especially inclined to show systematic processing of new information, since this information could help them to reduce their discomfort. This hypothesis was supported by evidence that more ambivalent people manifested a greater sensitivity to an argument quality manipulation in responding to a persuasive message. The second study related ambivalence and tolerance of ambiguity to attitude change. Results demonstrated that ambivalent respondents were especially likely to respond to a persuasive message when they were dispositionally low in tolerance of ambiguity. The third study examined how ambivalence is related to seeking new information about an attitude issue. Respondents who held ambivalent attitudes and were low in tolerance of ambiguity were particularly likely to search for univalent information and also spent more time studying this information, presumably in order to reduce their discomfort. Implications for understanding attitude strength and attitude change will be discussed.

REJECTION MAKES ME FEEL BAD, BUT ALSO MAD, SAD, OR HAD? VARIETIES OF RESPONSE TO OSTRACISM, EXCLUSION, AND NEGATIVITY

Chair: *Susan T. Fiske, Princeton University*

Summary: Social-personality psychologists have long studied how people respond to others accepting and rejecting them: impression management, impression formation, attraction, repulsion, deviance, stigma, and more. What's new in the current work on social rejection is the synthesis of theory and techniques from across personality and social psychology, diverse strands within the same study: motivational science, social cognition, aggression, altruism, and small group interaction. A central contrast also unites this symposium: How and when do rejected people respond with greater care, sensitivity, and cooperation? Or alternatively, how and when do rejected people respond with anger, aggression, and rejection? Pickett, Gardner, & Knowles focus on enhanced sensitivity to social cues, such as tone of voice and facial expressions depicting emotion, depending on personality and context. Increased vigilance may show people's attempt to prevent further rejection. Yamamoto, Fiske, & Okiebisu focus on how rejection motivates attention either to social compatibility or to personal sense of self, depending on culture. Responses to rejection may focus on social harmony or self concerns. Williams, Govan, Case, & Warburton focus on the rejectee's tension between impression management (acting nicer) and aggression (expressing hostility). Again, context matters, here in terms of potential control and social exposure. Leary & MacDonald focus on the hurt feelings common to all rejection responses, pain that is basic to social animals. All the talks focus on moderators of reactions to rejection-whether personality, situation, or culture-but with recurrent evidence that attempts to repair the bad feelings of rejection underlie all these processes.

ABSTRACTS

EYES AND EARS: REJECTION AND ENHANCED SENSITIVITY TO AUDITORY AND VISUAL SOCIAL CUES *Cynthia L. Pickett[1], Wendi L. Gardner[2], Megan Knowles[2]; [1]University of Chicago, [2]Northwestern University* – In prior work (Gardner, Pickett, & Brewer, 2000), we proposed that rejection activates a social monitoring system that leads individuals to monitor their environment for information that may provide cues to belonging and inclusion. In the current research, we focused on attentional measures to demonstrate that individuals become more sensitive to specific social cues (vocal tone and facial expression) when they experience heightened belongingness need. In Study 1, we found that compared to non-rejected and failure-experience controls, rejection-experience participants evidenced significantly greater interference on a vocal emotion Stroop task (where the instructions were to indicate the valence of the word spoken while ignoring the emotional valence of the speech tone). Thus, rejection participants devoted more of their attention than did controls to emotional vocal tone. In Study 2, participants completed an emotion detection task where they had to detect the emotion being conveyed in a series of faces. Results demonstrated that participants high in the Need to Belong (NTB; Leary, Kelly, & Schreindorfer, 2001) were more accurate in detecting the emotion conveyed than were participants low in the NTB. In Study 3, belongingness needs were manipulated via a rejection-reliving task. Similar to Study 2, participants who relived a rejection experience were more accurate on the facial emotion detection

task than were non-rejected controls. These studies suggest that one potentially adaptive response to rejection that individuals exhibit is increased attention to subtle social cues (i.e., vocal tone and facial expression), which may be quite useful in warding off future rejection.

MAINTAINING SOCIAL HARMONY OR PERSONAL SENSE OF SELF? A CROSS-CULTURAL COMPARISON OF REACTING TO REJECTION *Mariko Yamamoto[1], Susan T. Fiske[2], Shinya Okiebisu[1]; [1]Tsukuba University, [2]Princeton University* – No one relishes rejection. But the meaning of rejection differs in cultures oriented more to relationships versus individual autonomy. In a comparative experiment, American and Japanese students expected to participate in research on intimacy processes and to interact with a randomly assigned new acquaintance. All procedures used personal computers and a pre-programmed partner. In a "preliminary step," they exchanged brief videotaped greetings. On a questionnaire, participants then described themselves, and evaluated their partners' speech, their potential compatibility, and their preliminary impression of their partner. Using this newly exchanged information, participants then had to decide whether to accept the other as a partner for the intimacy processes session. To decide, they searched through answers from their partner's preliminary questionnaire. In learning how to search via computer, they saw their partner's evaluation of their speech. Half encountered negative feedback and half positive. Under negative feedback, all participants reported feeling bad and first searched for information about their partners; half subsequently rejected their negative partners. (None of the positive-feedback partners did.) However, Americans did not accept the negative feedback as valid, but searched for more information about their partners' impressions of them, and reciprocated the disliking. In contrast, Japanese accepted the negative feedback as accurate, searched for information related to potential compatibility, and evaluated the negative evaluator as sincere. People in each country differ in their motives and meta-expectations about interpersonal relationships, and therefore the meaning of rejection, Japanese being more concerned about social harmony, and Americans more about personal sense of self.

WHEN DOES OSTRACISM LEAD TO AGGRESSION? *Kipling Williams, Cassie Govan, Trevor Case, Wayne Warburton; Macquarie University, Sydney, Australia* – Two apparently disparate results have emerged regarding how individuals react to ostracism or social exclusion. One set of results shows that targets of ostracism will try to become more socially attractive in order to be re-included. The other suggests that social exclusion will lead to aggression and anti-social behavior. In this talk, I will summarize the apparently conflicting research streams, and present work that demonstrates conditions in which ostracized targets will behave relatively pro-socially or anti-socially. In Study 1, we find evidence for implicit prejudice following ostracism, but not explicit prejudice. This suggests that pro-social reactions may be guided explicitly through concerns for impression management, but that hostile reactions lie underneath, waiting to be unleashed by an appropriate trigger. In Study 2, we supply such a trigger. Following ostracism or inclusion, participants are either able or unable to control the onset of several bursts of aversive noise. Afterwards, they are led to believe that they will be determining how much hot sauce a new participant, who is known to hate hot sauce, will have to eat. We find that only when ostracized and when given no control over the onset of the noise, do individuals express their aggressive urges (giving almost four times as much hot sauce as in the other three conditions). We suggest that there is truth to both sets of research results: ostracism can lead to either pro- or anti-social behaviors depending upon the salience of being evaluated by others and the presence or absence of control.

EMOTIONAL REACTIONS TO INTERPERSONAL REJECTION: WHY DO HURT FEELINGS HURT? *Mark R. Leary[1], Geoff MacDonald[2]; [1]Wake Forest University [2]University of Queensland* — Although the emotional reaction colloquially called "hurt feelings" has been neglected by theorists and researchers, growing evidence suggests that hurt is the primary response to appraisals of interpersonal rejection. This portion of the symposium will present evidence that hurt is a unique emotional response to rejection, and that other emotions that often accompany rejection (such as sadness, anxiety, and anger) are reactions to features of the context in which rejection occurs rather than to rejection itself. Several studies that have examined the effects of rejection on hurt feelings will be summarized, with an emphasis on factors that heighten the experience of hurt. The presentation will also discuss the question of why rejecting experiences "hurt" (and are often described using words that connote physical injury such as "cut to the core," "broken-hearted," and "slapped in the face") by examining the hypothesis that aspects of the pain system are involved in reactions to both physical injury and social rejection. Not only are social and physical pain described in similar terms, but they have similar functions, are related to a number of common variables, and may involve common neurological pathways. The overlap in social and somatic pain may reflect an evolutionary development that aids social animals in responding to potentially dangerous threats to social inclusion.

Session C2
Friday, 3:00 – 4:15 pm
Ballroom B, Hilton

WHAT IS HEALTHY EMOTION REGULATION?: CHALLENGES IN DEFINING AND MEASURING POSITIVE EMOTIONAL FUNCTIONING

Chair: *Jennifer G. La Guardia, University of Wisconsin, Madison*

Discussant: *Carol Ryff, University of Wisconsin, Madison*

Summary: Research on emotion addresses emotion regulation from diverse perspectives (ie., neurobiological, developmental, cognitive, motivational, social/interpersonal). This panel focuses specifically on the challenging question of what constitutes healthy emotion regulation. Relevant to this question are studies examining individual differences in emotion regulation capacities, cognitive processes that modulate emotional experience and expression, social-contextual factors that promote versus undermine motivational processes involved in emotion regulation, neurophysiological underpinnings of emotion regulation, and health antecedents and consequences of emotion regulation. A central issue across these domains is how to differentiate what is "adaptive" (ie. contributing to short-term homeostasis) from what is optimally healthy (ie. contributing to long-term integrative functioning and resilience). This symposium will provide a forum for considering a dynamic conceptualization of emotion regulation and its implications for the future study of emotion regulation and clinical intervention. The overarching goal is to report recent empirical developments in the area of emotion regulation and, along the way, grapple with how healthy emotion regulation is conceptualized, measured, and facilitated.

The symposium will consist of an introduction of these core themes by Jennifer La Guardia, keynote presentations by David Watson, Richard Ryan, and James Gross, and a synthesis of the key themes by discussant Carol Ryff.

ABSTRACTS

BASIC PROBLEMS IN MOOD REGULATION *David Watson; University of Iowa* — Affective science shows considerable promise in helping people to lead happier, healthier, and more satisfying lives. Before this promise can be fulfilled, however, we must address several basic problems that limit the ability of many people to regulate their moods effectively. I will highlight four major problems in my talk. First, before people can work systematically to regulate their moods, they must be able to identify their current affective state accurately. Unfortunately, an extensive body of research has established that people generally lack good insight into the nature of their mood fluctuations. Second, the major mood systems show relatively strong inertial properties that remain poorly understood. For instance, individuals with major depression resist engaging in the very activities (such as exercise and social interaction) that are most likely to elevate their mood and alleviate their symptoms. Third, we must confront the basic human tendency to overvalue short-term pleasure and pain, even at the expense of longer-term goals. For example, people frequently employ a variety of maladaptive strategies (e.g., gambling, alcohol consumption, snacking binges) that provide fleeting emotional relief but that are ineffective over the longer term. Fourth, our modern lifestyle is moving farther and farther away from our evolutionary origins, thereby placing a growing strain on our affective systems; most notably, people generally are sleeping much less than before and increasingly ignoring their natural circadian rhythms. I will conclude my talk by synthesizing recent work in social, clinical, and personality psychology to suggest ways of overcoming these problems.

BEING HAPPY OR BEING REAL: EMOTION REGULATION AND AWARENESS FROM A SELF DETERMINATION THEORY PERSPECTIVE *Richard M. Ryan; University of Rochester* — Today's hedonic psychologies place considerable emphasis on the presence of positive and the absence of negative emotions as indicative of well being. Indeed, the valence of emotions is often used as a criterion by which the adequacy of behavior, coping and interventions are judged. However, from the standpoint of eudaimonic theories (Ryan & Deci, 2001; Ryff & Singer, 1998) emotional states are not goals in themselves, but rather are spontaneous experiences that provide information concerning the meeting versus thwarting of needs, and for guiding self-regulation. From this perspective, healthy emotional living is not described by circumventing negative emotions, or "focusing on the positive", but rather by one's capacity to fully access and process emotions, and to appropriately express and make meaning of them. In this talk research concerning the relations between both emotional experience and expression and the affordance of psychological need satisfaction will be presented. Specifically, several studies will illustrate that both positive and negative emotional states fluctuate systematically across time, situations and relationships in accord with whether psychological needs are being satisfied or thwarted. More importantly, although people report more positive emotional experiences in need supportive relationships, they also more freely express both positive and negative emotions within them, contributing to greater satisfaction and sense of authenticity. Another study examines the negative effects on self-regulation and well being of children whose parents encouraged them to suppress or control negative emotions and show a positive face. Results are discussed with regard to both current personality theories and clinical interventions.

NOW YOU SEE IT, NOW YOU DON'T: THE COSTS AND BENEFITS OF EMOTION DOWN-REGULATION *James J. Gross; Stanford University* — One of life's great challenges is successfully regulating emotions. Do some emotion regulation strategies have more to recommend them than others? According to Gross's (1998) process model of emotion regulation, strategies that act early in the emotion-generative process should have a different profile of consequences than strategies that act later on. In this talk, I focus on two commonly used strategies for

down-regulating emotion. The first, reappraisal, comes early in the emotion-generative process. It consists of changing the way a situation is construed so as to decrease its emotional impact. The second, suppression, comes later in the emotion-generative process. It consists of inhibiting the outward signs of inner feelings. Experimental and individual difference studies find reappraisal is often more effective than suppression. Reappraisal decreases emotion experience and behavioral expression, and has no impact on memory. By contrast, suppression decreases behavioral expression, but fails to decrease emotion experience, and actually impairs memory. Suppression also increases physiological responding for suppressors and their social partners. I conclude with a consideration of several important directions for future research on emotion regulation processes.

Session C3
Friday, 3:00 – 4:15 pm
Ballroom C, Hilton

RELATIONSHIPS IN CONTEXT: LINKS BETWEEN EXTERNAL EVENTS AND INTERNAL RELATIONSHIP PROCESSES

Chair: *Lisa A. Neff, University of Florida*

Discussant: *John Holmes, University of Waterloo*

Summary: How do some initially satisfying relationships succeed whereas others fail? Most prior research on close relationships has addressed this question by focusing on intrapersonal factors, such as cognitions, or interpersonal factors, such as communication. In emphasizing the relationship's interior, however, the external context in which the relationship is embedded has often been overlooked. The research presented in this symposium addresses this oversight by examining ways that processes occurring within relationships may be affected by the external circumstances surrounding the relationship. To this end, this symposium brings together research using a variety of methodologies to examine how positive and negative external events affect relationship processes. First, Gable and Strachman will examine observational data to investigate the impact of disclosing positive versus negative life events on future intimacy. Second, Bolger, Thompson, and Iida will present data from a daily diary study suggesting that the effect of intimates' stress on a partner's relationship satisfaction is moderated by initial relationship quality. Third, Neff and Karney will describe longitudinal research on newlywed couples examining the cognitive mechanisms though which stress may affect the course of relationship quality over time. Finally, John Holmes, a senior researcher in the relationships field, will discuss the broader implications of incorporating the external context into research on relationship maintenance. Together, these presentations will argue that the experience of change or stability in relationship quality likely depends on the interaction between intrapersonsal factors and circumstances external to the relationship.

ABSTRACTS

WILL YOU BE THERE FOR ME WHEN THINGS GO RIGHT? *Shelly L. Gable, Amy N. Strachman; UCLA* – Close relationships are embedded in the context of the ups and downs of everyday life. However, research has largely examined relationship processes devoid of context or focused on relationships in the context of stressful life circumstances. These are extremely important topics, but the context of positive life circumstances has been virtually unexamined. This may be a mistake; for example, we have previously found that experiencing active, constructive responses to the sharing of positive events was associated with better relationship quality and personal well-being (Gable, et al., 2002). In the present research we examined intimacy processes in the context of both positive and negative life experiences. Specifically, seventy-five couples who had been dating a minimum of six months completed measures on their personal well-being and the quality of their relationship (e.g., satisfaction, commitment), and then participated in two sets of interactions. In one set of interactions they each discussed a recent personal positive event and in the other they each discussed a recent personal negative event. Participants completed perceived partner responsiveness measures after each interaction and their interactions were coded by outside observers. Participants also completed a follow-up survey six weeks later. It was hypothesized that perceived responsiveness in the context of disclosing positive events would be a better predictor of intimacy, satisfaction, and personal well-being than perceived responsiveness in the context of disclosing negative events. Results were largely consistent with expectations and will be discussed in terms of a theoretical model of appetitive and aversive processes in close relationships.

EMOTIONAL CONTAGION IN COUPLES UNDER STRESS *Niall Bolger, Anne Thompson, Masumi Iida; New York University* – One of the defining features of a close relationship is that one partner's psychological states and actions have the capacity to influence those of the other partner. An example is emotional transmission, where one partner's emotional states can shape those of the other. In this presentation we investigate how emotional transmission can help explain how external stressors can affect relationships and how initial relationship quality moderates this effect. The sample comprised of sixty-eight couples in which one member was preparing to take the Bar Examination. This event is the final hurdle in the course of legal training, and it typically evokes high levels of distress in examinees. Examinees and partners provided daily diary reports of emotional states for 35 days surrounding the event. For the typical couple, analyses indicated that examinees' depressed mood on a given day was related to partners feeling less positive and more negative about the relationship. However as the examination approached, this association declined to a negligible level. These results suggest that partners increasingly made allowances for examinees' negative affect. Following the examination, transmission increased again, and for some outcomes returned to its initial level. This effect was moderated by the initial quality of the couple's relationship. Couples who reported relatively low relationship quality were less sensitive to the partner's emotional states: they showed less emotional transmission overall and negligible changes as the examination approached. Couples who reported relatively high relationship quality showed the opposite pattern: high initial transmission and sharp declines over time.

ATTRIBUTIONS AND STRESS SPILLOVER: LINKING EXTERNAL STRESS AND MARITAL QUALITY *Lisa A. Neff , Benjamin R. Karney; University of Florida* – Over time, even the happiest couples will likely experience external stressful events that may strain the marriage, despite the initial absence of difficulties within the relationship. Prior research suggests that stressful experiences external to the marriage may affect the way spouses evaluate their marital satisfaction, a phenomenon known as stress spillover. To date, however, understanding of the interplay between external stress and relationship processes has been limited in two important ways. First, research on stress spillover tends to examine only short-term consequences of stress. Given that systematic changes in relationships occur over years rather than days, a long-term perspective is necessary to investigate how stress may be linked to the deterioration of relationship well-being over the course of a marriage. Second, little is known about the mechanisms through which external circumstances influence relationship outcomes. The current study addressed both limitations by examining external stress and relationship attributions in newlywed couples over the first 3 ½ years of marriage. Within-subjects analyses confirmed that increases in stress were associated with

decreases in marital satisfaction over time. Moreover, this effect was mediated by the nature of spouses' attributions. As external stress increased, spouses were more likely to blame their partners for negative marital events. Thus, stress external to the relationship appeared to interfere with spouses' ability to cope adaptively with negativity within the relationship. Overall, the current findings suggest that understanding the processes contributing to relationship well-being requires models that address the broader circumstances within which those processes take place.

Session C4
Friday, 3:00 – 4:15 pm
Ballroom D, Hilton

EGOCENTRISM IN SOCIAL COMPARISON: ARE SOCIAL COMPARISONS REALLY COMPARATIVE?

Chair: *Justin Kruger, University of Illinois, Champaign-Urbana*

Summary: Social comparisons are ubiquitous in everyday life. How do I stack up against the competition? How does my health outlook compare with that of my peers? How good of a driver am I compared with the average driver? Logically, such comparisons require the evaluation both of the target of the comparison (e.g., the self) and the referent (e.g., the average person). However, recent research suggests that people often base comparative evaluations on their own, absolute, standing, with little or no consideration of the comparison group. The present symposium presents the causes, consequences, and scope of this apparent egocentrism. In the first talk, Paul Windshitl demonstrates that when facing an opponent in a competition, people focus on their own ability to perform well and underweight the ability of their opponent to do the same. In the second talk, Justin Kruger describes a similar tendency in social comparisons of ability and risk. In each case, this causes people to arrive at unrealistically flattering social comparisons when absolute standing is generally high, and unrealistically negative social comparisons when absolute standing is generally low. In the third talk, Yechiel Klar presents a new model to account for these effects, one that extends not only to self vs. peer comparisons, but to all social comparisons. Finally, William Klein documents an important caveat to these findings by showing that social comparisons can and do involve comparison group information under some circumstances.

ABSTRACTS

THE INFLUENCE OF EGOCENTRISM AND FOCALISM ON PEOPLE'S OPTIMISM IN COMPETITIONS: WHEN WHAT AFFECTS US EQUALLY AFFECTS ME MORE *Paul D. Windschitl[1], Justin Kruger[2], Ericka Nus Simms[1]; [1]University of Iowa, [2]University of Illinois at Urbana-Champaign* — Success in competitions depends on relative ability. For example, an applicant's chances of being hired is a function of not only his or her own ability to impress the potential employer, but also the ability of his or her fellow applicants to do the same. We suspected, however, that when people gauge their chances of success in competitions, they often pay far greater attention to their own ability or inability to perform well than on their competitor's ability or inability to perform well. We conducted several experiments in which participants indicated their likelihood of winning a competition. The presence of shared adversities or benefits (circumstances that would generally hinder or help the absolute performance of all competitors) was manipulated. As expected, shared adversities tended to reduce participants' subjective likelihoods of winning (causing underoptimism), whereas shared benefits tended to inflate them (causing overoptimism). Additional evidence confirmed

that participants focused more on how a shared circumstance would affect them than on how it would affect their competitor. In one experiment, the effect of shared circumstances on optimism was moderated by participants' familiarity with their competitor, but the effect remained robust even when participants had a great deal of knowledge about their competitor. We describe egocentrism and focalism accounts for the shared-circumstance effects and provide evidence that mechanisms from both accounts contribute to the effects.

EGOCENTRISM IN SOCIAL COMPARISONS OF ABILITY AND RISK *Justin Kruger; University of Illinois at Urbana-Champaign* — Like the children in Garrison Keillor's (1985) fictional community of Lake Wobegon, most people appear to believe that they are "above average." Whether considering an ability such as driving a car, a trait such as intelligence, or an event such as living past the age of 80, a sizable literature suggests that people tend to see themselves as superior to their peers. The research presented in this talk suggests one of the reasons why: When people compare themselves with their peers, they egocentrically focus on their own standing and insufficiently consider the skills, abilities, and risks facing the comparison group. This tendency engenders the frequently-documented better-than-average effect in domains in which absolute skills tend to be high (such as driving a car)—but produces a reliable worse-than-average effect in domains in which they tend to be low (such as programming a computer). As well, this tendency produces unrealistic optimism for desirable events that are common, such as living past 70, but unrealistic pessimism for events that are rare, such as living past 100. These results suggest that the tendency to see one's skills and abilities as above-average, and the tendency to be unrealistically optimistic about the future, may not be as ubiquitous as once thought.

A COMPENDIUM OF SUPERIORITY AND INFERIORITY BIASES: TOWARD A THEORETICAL INTEGRATION *Yechiel Klar, Uzi Levi, Ruth Gaunt; Tel Aviv University* — The first wave of research on self-others comparisons (summarized by Klein & Weinstein, 1997) showed that people systematically judge themselves as superior to their equals ("the egocentric superiority bias"). A second wave (Blanton, et. al. 2001; Klar et. al. 1996; Kruger, 1999) showed that people judge themselves as systematically superior or inferior to their equals ("the egocentric superiority and inferiority biases"). A third wave (Klar 2002; Klar & Giladi, 1997), showed that high performing targets (self or non-self alike) are judged as superior to their equals, and low performing targets (self or non-self alike) –as inferior to their equals ("the nonselective superiority and inferiority biases"). We propose that two distinct cognitive mechanisms create these disparate comparative biases and their combinations: First, direct, member-to-group comparisons are affected by the LOGE mechanism, in which LOcal comparisons are made with GEneral standards (Giladi and Klar, 2002). Second, self and others, when separately evaluated, are judged on different standards: covert and overt. These two mechanisms can serve to generate almost any conceivable pattern of results (e.g., self is better or worse than the others; others are better or worse than others; self is better or worse than the others in direct comparisons but no better or worse in indirect comparisons, etc.). Several recent experimental illustrations of these mechanisms will be presented.

EVALUATING THE "COMPARATIVE" IN COMPARATIVE EVALUATION *William Klein; University of Pittsburgh* — When people are asked to rate their standing on a dimension relative to that of a comparison target (such as a friend or the average peer), it is unclear whether they actually consider target information when arriving at this judgment. Some investigators have cautioned that comparative evaluations may simply be proxies for absolute ratings of one's own standing on the dimension (e.g., Klar & Giladi, 1999; Wood, 1996). In this paper, I will present a series of studies conducted in my laboratory which suggest that (1) comparative ratings can be distinguished (both conceptually and statistically) from absolute ratings of the self, (2) comparative ratings may sometimes be more predictive than absolute ratings of affective and

behavioral responses, (3) people are sensitive to the identity of the comparison target when making comparative evaluations, with comparisons involving different targets having different affective and behavioral implications, (4) biases in comparative evaluations may be unrelated to biases in absolute judgments, and (5) comparative evaluations are sensitive to comparative information (particularly if the information is self-favoring). These findings are supportive of the contention that comparative evaluations are in fact comparative in nature, though they also point to a number of boundary conditions that must be taken into consideration. Implications for further research on the use of comparative evaluations in research will be discussed.

Session C5
Friday, 3:00 – 4:15 pm
Studio 1/2, Sheraton

LAY UNDERSTANDINGS OF BEHAVIOR, PERSONS, AND SITUATIONS

Chair: *Walter Mischel, Columbia University*

Summary: Attribution theories have long maintained a fundamental distinction between person causes and situation causes as "intuitively central." Recent findings, however, suggest that while the person-situation dichotomy may hold strong intuitive appeal for the social psychologist, it may not adequately capture the phenomenology of the lay perceiver.

Converging work in person perception, developmental psychology, social cognition and philosophy is drawing renewed attention to a third construct, intentionality, which has only recently received extensive empirical attention. New data indicate that when intentions are considered as potential explanations of behavior, a host of new folk distinctions emerge - often cutting directly across traditional person-situation categories. The lay person's intuitive focus on goals and motives also implies that attention will be devoted not just to the type of behavior observed but to the types of situations in which it does and does not occur: these IF….THEN patterns provide clues about the motives underlying the behavior and change its meaning. This symposium brings together research from a growing body of "goal-based" and folk attribution theories in order to re-examine the natural distinctions in lay behavior explanations and to reassess the roles of persons and situations in lay theories of behavior. A common theme that emerges is that the lay perceiver's intuitive concern with the intentions, motives and goals that underlie behavior is fundamental in their explanations and theories about people and may over-ride the predictions made from the person-situation distinction in classic attribution theories.

ABSTRACTS

PUTTING PERSONS AND SITUATIONS IN THEIR PLACE: THE LANDSCAPE OF FOLK BEHAVIOR EXPLANATIONS *Bertram F. Malle; University of Oregon* – A central aim of social psychology is to describe and account for people's explanations of human behavior. To account for this unique capacity, however, we must examine how people themselves conceptualize human behavior. This mandate could be called Heider's principle because Heider, the father of attribution theory, considered it essential, yet it has not been sufficiently heeded in four decades of attribution research. The traditional approach to studying behavior explanations involves classifying explanations as either person causes or situation causes. But, I argue, the person-situation dichotomy does not cut people's behavior explanations at their natural joints. To accomplish this task, we must recognize the rich variety of important folk distinc-

tions that people make. First, people sharply distinguish between intentional and unintentional behavior. Second, when explaining intentional behavior, people offer either reason explanations, causal history of reason explanations, or enabling factor explanations. Third, when using reason explanations, people offer more belief reasons or more desire reasons, and they may either linguistically mark these reasons or leave them unmarked. The folk-conceptual model of explanation recognizes these distinctions and allows us to predict psychologically significant variation in people's behavior explanations: for group vs. individual behavior; by actors vs. observers; and in service of specific impression management goals. Findings show impressive predictive power for the folk-conceptual model of explanation as compared to classic attribution theory.

INFERENCES ABOUT THE MORALITY OF AN AGGRESSOR: THE ROLE OF PERCEIVED MOTIVE *Glenn D. Reeder; Illinois State University* – Attribution theory is concerned with the dispositional inferences that perceivers make about a target person based on information about the target's behavior and the situational forces surrounding that behavior. General models of dispositional inference typically assume that perceivers will adjust their dispositional inferences about the target to the extent that situational forces encouraged the expression of the behavior. The present research challenges this assumption by suggesting that perceivers rely more on their inferences about the motives of the target than on their inferences about the causes of the target's behavior. The research investigated perceivers' inferences about the morality of target persons who engaged in aggressive behavior. Across several experiments, inferences about the morality of an aggressor were based more on the perceived motives of the target than on the presence of facilitating situational forces. For example, when a target's aggression was facilitated by personal rewards for aggression (instrumental aggression), perceivers inferred relatively negative, selfish motives and attributed a low level of morality to the target. In contrast, when a target's aggression was facilitated by situational provocation (reactive aggression), perceivers inferred less negative motives, such as revenge and self-defense, and attributed higher levels of morality to the target. The results suggest that perceived motives play an important role in dispositional inference and pose problem for models that focus primarily on perceived causality.

LAY DISPOSITIONAL THEORIES OF PERSON X SITUATION (IF...THEN...) RELATIONS *Lara K. Kammrath, Rodolfo Mendoza-Denton, Walter Mischel; Columbia University* – How do perceivers understand the interplay between situational and dispositional forces on behavior? In attribution research, perceivers often treat traits and situations as competing causal explanations, weighing one against the other in an inferential subtraction. Work in theory of mind and social cognition, however, suggests that perceivers may meaningfully integrate, rather than subtract, trait and situation information. Some traits, called mentalistic, primarily describe stable configurations of motives, affects, or beliefs. Because such mental states are inherently "situated", operating in the presence of particular environmental cues, perceivers may treat mentalistic traits and situations as causes of behavior that interact, rather than compete. Two studies supported this hypothesis. Study 1 found that perceivers expected mentalistic traits to be expressed as stable IF...THEN... situation-behavior profiles. For example, participants predicted that a friendly person would be more friendly IF with a peer than IF with a professor, but that an unfriendly person would be more friendly IF with a professor than IF with a peer. In Study 2, perceivers' judgments of a target's Agreeableness were significantly and systematically related to the target's unique IF...THEN... situation-behavior profile. This effect was significantly mediated by the goals and emotions attributed to the target. Thus, given a mentalistic trait, perceivers readily generated an IF...THEN... profile; given an IF...THEN... profile, they readily generated a trait. In sum, perceivers appear to be intuitive interactionists in their understandings of mentalistic traits and their behavioral expressions.

THE CAUSAL BACKGROUND OF ATTRIBUTIONS TO GOALS
John McClure, Ann Boonzaier; Victoria University of Wellington — Theories of person perception have split into theories that target covariational reasoning (attribution theories), and theories that focus on actors' goals and intentions (folk psychology, goal-based theories). This research connects between these two approaches by focusing on attributions to goals and preconditions (enabling conditions such as money, skills, or the situation). The experiments show how attributions to goals and preconditions are shaped by the extremity of actions, the type of question eliciting the explanation, and covariational reasoning. The first experiment shows how covariational reasoning influences observers' attributions to transient (unstable) motives rather than stable dispositions. The second experiment shows that observers' judgment about actors' goals are constrained by whether the actor has access to the necessary preconditions. When observers judge whether an actor is likely to have a goal to perform an action, they base their predictions on the actor's desire and his or her belief about whether the preconditions required to perform the action are available. In contrast, when observers judge that the actor is likely to actually accomplish the action, they place more weight on the actor's actual possession of the preconditions. These findings clarify the connections between attribution theories and folk psychology. These experiments also show that people see some causes as good explanations whereas other causes as merely necessary. The distinction between good explanations and necessary causes helps to resolve difficulties with the distinction between dispositions and situations, which have hampered research on attributions.

Session C6
Friday, 3:00 – 4:15 pm
Studio 3/4, Sheraton

QUICK TO JUDGE, SLOWER TO CHANGE? AFFECT IN JUDGMENTS OF STIGMATIZED PEOPLE AND ACTS

Chair: *Roger Giner-Sorolla, University of Kent at Canterbury*

Summary: In many perspectives on attitudes, affect has been seen as a unitary construct to be contrasted with cognition; however, many attitude objects tend to evoke conflicting emotions. Among the most interesting of these are targets of negative social judgment – be they an outgroup, a stigmatized individual, or a morally reprehensible behavior. Responses to these may vary over time: an initial repulsion may be followed by a more principled consideration enlisting a different set of emotions. This symposium will bring together researchers exploring these issues from two perspectives. A dual-process perspective contrasts fast automatic reactions with slower deliberative reactions, while an emotions perspective examines the ways in which disgust, anger, and other emotions make specific contributions to evaluation. The speakers will explore a proposed theoretical account that brings together these two perspectives. In this account, people faced with a stigmatized person or act feel an initial, automatic disgust-based antipathy which resists cognitive intervention; then possibly further antipathy based on anger, which responds to more thoughtful perceptions of wrongdoing. There is also the potential for a mitigating response based on compassion, either initially or later on. This time course has implications for the self-regulation of reactions to stigmatized people, as the earlier reactions will be more difficult to control than the later ones. In their talks, the presenters will be encouraged to make concrete connections to each others' work as well as to the overall issues of time course, specific emotions, and automaticity.

ABSTRACTS

REFLEXIVE AND REFLECTIVE PROCESSES IN REACTIONS TO STIGMATIZED PERSONS *John B. Pryor and Glenn D. Reeder; Illinois State University* — A complex set of psychological processes ensue when people encounter a stigmatized person. This presentation reviews evidence that psychological reactions to stigmatized persons are governed by two separate systems. One system is primarily associative or reflexive, whereas the other is rule-based or reflective. This model of stigma assumes that there is a temporal pattern to reactions to stigma, such that initial reactions are governed by the associative system, whereas subsequent reactions or "adjustments" are governed by the rule-based system. Because associations to a stigmatized person (such as a person infected with HIV disease) often are negative, relatively automatic reactions tend to be negative. Yet, if perceivers have enough time, motivation, and cognitive resources, they may adjust their initial reactions in a more positive direction. The basic methodology of the research involved participants' moving a cursor (computer mouse) on a computer screen toward or away from a picture of a stigmatized person to indicate their feelings of approach or avoidance to the person. The distance of the cursor to the person was measured in pixels at 500 millisecond intervals across 9 seconds of potential movement. The theoretical model described above, and the "mouse methodology" used to investigate it, offer a novel perspective on social cognitive processes that underlie stigma.

HYPNOTICALLY INDUCED DISGUST SPECIFICALLY INTENSIFIES JUDGMENTS OF MORAL WRONGNESS *Thalia Wheatley[1], Jonathan Haidt[2]; [1]National Institute of Mental Health, [2]University of Virginia* — Does an action disgust us because we think it's morally wrong or vice versa? To determine the causal direction, it is necessary to induce one without the other. In these studies, we tried a new method of creating a gut feeling: hypnosis. Highly hypnotizeable participants were given a post-hypnotic suggestion to feel a pang of disgust whenever they read a particular word (e.g., "take"). Then they were asked to read a series of vignettes and judge the action depicted in each for disgust and moral wrongness. Some vignettes had the word embedded in them. We predicted that participants would feel disgust when they read the word and use this feeling to make a more critical moral judgment about that vignette. As predicted, participants rated stories with the disgust word as more disgusting than the other stories and as more morally wrong. A follow-up study ruled out the possibility that the post-hypnotic suggestion triggered an unspecified negative state instead of specific disgust. As in Study 1, disgust and moral judgments were affected by the post-hypnotic suggestion. However, general evaluations (e.g., "how much do you approve of indoor shopping malls") were not affected. These studies reveal that disgust can specifically predict moral judgment and that disgust in moral judgment can be intensified through automatic, unconscious influences. It remains to be tested whether other emotions relevant to moral judgment play a causal role, and whether they too can be affected unconsciously.

MORAL DUMBFOUNDING: THE ROLE OF INTUITION AND REASONING IN MORAL JUDGMENT *Fredrik Björklund, Lund University, Jonathan Haidt; University of Virginia* — Most of our current knowledge about moral functioning originates in cognitive-developmental work on moral reasoning. In the relevant models moral judgment is seen as the result of a reasoning process, and research focuses on the content and sophistication of the reasoning. As a consequence of the strong focus on the slow, effortful, controllable, and verbalizable reasoning process, the possible influence of implicit processes on moral judgment has been left virtually unstudied. We tested the hypothesis that moral judgment can be based on affect or intuition rather than reason. In our experiments participants were presented with a classic moral reasoning dilemma (Heinz), and with tasks involving stigmatized but victimless acts that were designed to put intuition and reason in conflict. On these

tasks, but not the reasoning dilemma, judgments were based more on gut feelings than on reasoning, and participants more frequently laughed and directly stated that they could give no reasons in support of their judgments. This phenomenon, the stubborn and puzzled maintenance of a judgment without supporting reasons, was dubbed "moral dumbfounding." The existence of moral dumbfounding calls into question models in which moral judgment is seen as solely produced by moral reasoning. An alternative model that considers the role of reasoning as well as intuition will be discussed in relation to the dual-process perspective of the symposium.

CONTEMPT VERSUS ANGER IN INTERRACIAL ATTITUDES *Ira Roseman, Rutgers University, Agneta Fischer; Free University of Amsterdam* — Survey data indicate that, in the U.S., white racism toward blacks has declined in recent decades. However, several researchers suggest that, among some individuals, "old-fashioned racism" (in which blacks are viewed as inferior and excluded from white neighborhoods, schools, and organizations) has given way to a more "modern" form (in which blacks are viewed as behaving in ways that violate values such as hard work and individualism). Punitive responses include cuts in welfare benefits, and increased criminal penalties and incarceration. The distinction between "old-fashioned" and "modern" racism bears a striking correspondence to a distinction between contempt and anger proposed by discrete emotions theorists. Contempt is elicited by appraisals of intrinsic defects in people and motivates social exclusion responses; whereas anger is elicited by appraisals of instrumental problems, including threats to values and other goals, and motivates attack responses. More generally, exclusion emotions (disgust, contempt, and shame) are produced by appraisals of intrinsic problems with objects/events, other persons, or the self, and move stimuli away; whereas attack emotions (frustration, anger, and guilt) are produced by appraisals of instrumental problems (goal blockages) and move against stimuli. Several studies have supported the distinction between contempt vs. anger responses, and suggest that there may be a differentiation between contempt-based vs. anger-based racism, which might be amenable to different forms of remediation. Thus it seems that the discrete emotions perspective may shed light on important phenomena in intergroup relations, including temporal variation in responses to outgroup members.

THE ROLE OF PERCEIVED CONSEQUENCES IN MORAL JUDGMENTS AND EMOTIONS *Roger Giner-Sorolla; University of Kent at Canterbury* — Joining together the dual-process approach and the specific-emotions approach, I will present data from two studies examining affective reactions to stories about stigmatized behaviors and persons as well as to stories about acts of revenge. In Study 1, anger and disgust were highly correlated except in one story of victimless taboo violation, but as predicted, anger and not disgust was uniquely related to the valence of an act's perceived consequences. Compassion, however, showed a complex relation moderated by story, sometimes corresponding to intuition and sometimes to consequences. Study 2 used similar stories; participants made an initial intuitive judgment, then wrote down the consequences of the acts in the story, self-rated the valence of the consequences, and gave a final judgment of the act. Writing down consequences led to more negative evaluations of revenge acts overall. For stories of victimless stigmatized behavior, writing down consequences did not lead overall to more positive evaluations. Instead, some people invented negative consequences for the behavior (often in violation of the story's facts) which led to increased condemnation, while others acknowledged the victimless nature of the act and reduced their condemnation. These studies suggest that anger is more responsive to consequences than disgust, thus possibly more likely to be controlled by more thoughtful processing, but also that a dual-process model needs to take into account the possibility of strong initial disgust biasing more thoughtful processing thereafter.

SOCIAL PSYCHOLOGY AND AGING: AN INTER-DISCIPLINARY APPROACH TO THEORY BUILDING

Chairs: *William von Hippel*[1] *and Penny S. Visser*[2], [1]*University of New South Wales*, [2]*University of Chicago*

Summary: As the U.S. population ages, how people change with age becomes an increasingly important area of investigation. Nevertheless, social psychologists have only begun to examine how social processes influence and are influenced by the cognitive and biological changes associated with aging. This topic is of theoretical as well as applied importance, in that the changes in cognitive processes, brain functioning, and health provide an excellent opportunity to test current social psychological theories and develop new ones. Furthermore, recent advances in both social psychology and psychology of aging have revealed a number of areas that are ripe for cross-fertilization. In this symposium, we explore four such areas where the interaction between research on aging and social psychology has both applied and theoretical value. Cacioppo examines mechanisms underlying the impact of social isolation on health, a topic that is important across the age spectrum, but particularly among elderly people who are more susceptible to disease. Schwartz examines how diminished explicit but intact implicit memory among elderly people leads to a variety of social consequences, such as believing things to be true that were learned as false. Visser explores how changes in social networks as people age lead to corresponding changes in attitude strength, revealing that people actually become more open to persuasion later in life. von Hippel focuses on how decreased inhibitory ability among elderly people leads to unintended changes in personality, such as increases in prejudice and unfriendliness.

ABSTRACTS

SOCIAL ISOLATION AND HEALTH IN OLDER ADULTS *John T. Cacioppo, Louise C. Hawkley; The University of Chicago* — U.S. Census Bureau statistics reveal that the number of people living alone is increasing from 22.2 million in 1980 to 31 million in 2010 - a 40% increase in a approximately a generation. Contributing to the increase in the number of people living alone are alterations in the family structure and the aging of America. Social isolation, which is heightened by living alone, is a major risk factor for broad based morbidity and mortality even after statistically controlling for known biological risk factors, social status, and baseline measures of health. Moreover, the negative health consequences of social isolation are particularly strong among some of the fastest growing segments of the population: the elderly, the poor, and minorities such as African Americans - those most in need of societal support. The projected social costs are staggering. According to estimates by Luskin and Newell (1997), by the early 1990's 36% of all hospital stays and 48% of total days of doctor care were for individuals aged 65 or over even though, at that time, only 11% of the population was over 65 years of age. Given these projections, there is a critical need for social psychological theory and research to determine the mechanisms by which social isolation gets under the skin to affect morbidity and mortality. To illustrate the examination of potential mechanisms, the results from cross-sectional, experimental, and longitudinal studies are discussed.

EXPLICIT MEMORY, IMPLICIT MEMORY AND THE CHALLENGES OF AGING *Norbert Schwarz[1], Denise Park[2], Alison Chasteen[3], Ian Skurnik[3]; [1]University of Michigan, [2]University of Illinois, [3]University of Toronto* – Normal human aging is associated with profound declines in explicit memory, whereas implicit memory remains largely intact. This asymmetry has important consequences for judgment and behavior. In social judgment, the impact of experiential information – like fluency of processing – is often constrained by explicit memory: High fluency only results in erroneous judgments of fame or truth when we no longer remember that the apparently familiar name was part of the study list or that the statement was explicitly presented as false. As explicit memory declines, older adults are increasingly at the mercy of fluency experiences. We observed, for example, that older adults were the more likely to accept a health claim as "true" the more often they were exposed to it – even when each exposure clearly informed them that the claim is false. In contrast, acceptance decreased with frequency of exposure for young adults under these conditions. Thus, what served as warnings for young adults turned into recommendations for old adults, reflecting that the former remembered the details whereas the latter were left with a diffuse feeling of familiarity. On the other hand, older adults' intact implicit memory function can compensate for deficits in explicit memory under some conditions. In several studies, we observed, for example, that forming detailed implementation intentions for a future behavior can increase the probability that the behavior is actually completed. Reliance on explicit memory strategies, however, failed to do so. Theoretical and applied implications are discussed.

ATTITUDE STRENGTH: NEW INSIGHTS FROM A LIFE-COURSE DEVELOPMENT PERSPECTIVE *Penny S. Visser[1], Jon A. Krosnick[2]; [1]University of Chicago, [2] Ohio State University* – For decades, psychologists and other social scientists have been interested in the relation between age and openness to attitude change. Early research appeared to confirm Mannheim's (1952) assertion that people are most open to change in their early adult years, after which malleability seemed to drop sharply and remain low throughout the rest of the life cycle. But these initial investigations employed methods that leave open alternative explanations for their findings. In this presentation, we will present findings generated using new methods and demonstrating that openness to change is indeed high during the early adult years, drops substantially through middle adulthood, but then increases substantially late in the adult years. We will then present evidence regarding some mechanisms responsible for this curvilinear relation between age and openness to attitude change. For example, we will present both experimental and correlational evidence suggesting that the rise and fall in the durability of people's attitudes over the life course may be due in part to age-related fluctuation in the composition of people's "social networks," or the webs of interpersonal relationships in which they are embedded. We will discuss the implications of our findings for current conceptualizations of attitude strength and for the methods by which social psychologists study it, and for our understanding of aging. More generally, we will use our findings to illustrate the ways in which a life-course developmental perspective can facilitate and enrich basic social psychological theory building.

AGING, INHIBITORY LOSSES, AND UNINTENDED PERSONALITY CHANGE *William von Hippel; University of New South Wales* – It is common knowledge that elderly people differ from young people on a variety of social dimensions. For example, elderly people tend to be more conservative, more prejudiced, and more likely to speak their mind than young people. There are two widely accepted explanations for these social differences: 1) they are caused by the different social mores of the decades in which young and old people came of age, and 2) they are caused by age-related changes in preferences, values, and goals. In contrast to these standard explanations, we suggest a cognitive cause underlying the social/personality changes that emerge with age. Specifi-

cally, we propose that age-related deficits in inhibitory ability lead to a variety of social/personality changes, whereby inhibitory losses cause elderly people to show unwanted changes in attitudes, personality, and behavior. In support of this possibility, we present evidence in the domains of prejudice and interpersonal friendliness. The results of experiments in these two domains reveal important personality changes with aging. These experiments also provide evidence that the standard explanations for cohort differences are untenable, and instead support the hypothesis that these age differences in attitudes, personality, and behavior are caused by losses in the ability to inhibit information.

Session D2
Saturday, 10:15 – 11:30 am
Ballroom B, Hilton

POWER AND SOCIAL GROUP MEMBERSHIP: PERSON, SITUATION AND SOCIETAL CONSIDERATIONS

Chairs: *Theresa K. Vescio[1], and Mark Snyder[2], [1]Pennsylvania State University, [2] University of Minnesota*

Discussant: *Mark Snyder, University of Minnesota*

Summary: Much of the existing work examining power and social group membership has been motivated by the suggestion that high power people stereotype low power people more than the reverse. The goal of the present symposium is to elaborate and extend this question by a) considering the function of stereotype content (Pratto) and stereotype endorsement (Jost) at a more macro, societal level and b) considering person and situational factors that influence power effects at an interpersonal level (Chen). Additionally, bridging the existing gap between power and stereotyping research from the perspective of perpetrators versus targets of prejudice, the final talk considers the consequences of person, situational and societal factors for low power individuals who belong to negatively stereotyped groups (Vescio).

ABSTRACTS

SYSTEM-JUSTIFYING FUNCTIONS OF COMPLEMENTARY STATUS AND GENDER STEREOTYPES *John T. Jost, Aaron C. Kay; Stanford University* – According to system justification theory (Jost & Banaji, 1994), social stereotypes serve to justify and rationalize status and power differences between groups and to maintain ideological support for the status quo. We will summarize new correlational and experimental research that corroborates and extends the hypothesis that stereotypes serve a system-justifying function. Evidence concerning regional and ethnic stereotypes of Northerners and Southerners in the U.S., Italy, and England indicates that stereotypes of high and low status target groups (a) reflect a high degree of consensus across high and low status perceivers, (b) justify status differences along complementary dimensions of agency and communality, (c) covary with politically conservative and system justifying ideologies, and (d) subjectively enhance the legitimacy and stability of the system. This research suggests that stereotype content is related to status—and not specific group identities—across a variety of national contexts. Additional experiments demonstrate that exposure to complementary gender stereotypes (agency vs. communality) or to items from Glick and Fiske's (1996) "benevolent" sexism scale increases both gender-specific and more diffuse forms of system justification, especially among women respondents. We also find that exposure to "poor but happy" (or "poor but honest") and "rich but miserable" (or "rich but dishonest") stereotype exemplars lead people to score higher on

measures of general system justification, compared to people who are exposed to non-complementary exemplars. On the basis of this evidence, we conclude that complementary forms of stereotyping in which each group "has its share" are particularly successful at fulfilling system justification functions.

ANDROCENTRISM AND ETHNOCENTRISM IN MENTAL REPRESENTATIONS AND THEIR RELATION TO GROUP POWER *Felicia Pratto[1], Josephine D. Korchmaros[1], Peter J. Hegarty[2]; [1]University of Connecticut, [2]University of Surrey* — In the U.S., many forms of power, including political and legal power, social prestige, resource control, and freedom from obligations of caring, are substantially more associated with White Men than with Black Men, White Women, and Black Women. Studies of stereotypic features of these groups largely fails to explain these differences in power. For example, White men and Black women are both stereotyped as dominant, but stereotypes of White men do not describe them as particularly admirable or powerful. We propose that exemplar methods of measuring stereotypes better account for stereotype biases in acquisition of power. First, the degree of social attention paid to race/gender groups can be measured in how many individuals can be nominated as members of various social or occupational categories, and in how many social or occupational categories can be nominated as being typical for each race/gender group. Experiments using both these measures showed that White men (either individuals or the group) come to mind in far more categories than any other group, whereas Black women come to mind scarcely at all. Second, content analysis of the nominated categories showed that categories typical for White men were higher in power, prestige, and competence than categories nominated for other race/gender groups, especially Black women. Third, general ethnocentric and androcentric biases lead people to presume that members of all social categories are White and male unless specified otherwise, causing White men to be overrepresented and seem normal, and Black women to be marginalized and peculiar, in mental representations.

UNDERSTANDING THE EFFECTS OF POWER IN PERSON X SITUATION TERMS: THE ROLE OF SELF-CONSTRUALS AND GENDER *Serena Chen; University of California, Berkeley* — Examining the effects of power has been a central focus in recent research on power. Increasingly, researchers in this domain are taking a Person x Situation approach, recognizing that power's effects may not be uniform across individuals and situations. For example, research has shown that communal versus exchange relationship orientation is an important moderator of power's effects; power-primed exchangers focus on self-oriented goals, whereas power-primed communals pursue other-oriented goals (Chen, Lee-Chai, & Bargh, 2001). Extending this work, the current research used a vignette methodology to examine power-goal effects as a function of self-construal and gender. An independent self-construal is associated with the promotion of one's own goals, whereas an interdependent self-construal entails a focus on others' goals. Because power affords the opportunity to pursue one's current goals, power coupled with an independent self-construal should enhance the pursuit of self-interest goals, whereas power combined with an interdependent self-construal should heighten pursuit of other-oriented goals. Given proposed gender differences in self-construals (e.g., Cross & Madson, 1997), it was hypothesized that men and women would experience particular combinations of power and self-construals differently, thereby resulting in distinct power-goal effects. The data suggest that it takes different combinations of power and self-construals to elicit the sense of interdependence linked to the pursuit of other-oriented goals among men versus women. These findings represent a first step in examining the joint role of self-construals and gender in determining power's effects.

POWER, STEREOTYPING AND SOCIAL INFLUENCE STRATEGIES: THE PERCEPTION AND BEHAVIOR OF THE POWERFUL AND THEIR CONSEQUENCES FOR THE

POWERLESS *Theresa K. Vescio[1], Mark Snyder[2]; [1]Penn State University, [2]University of Minnesota* — This talk will suggest that cultural stereotypes of groups to which low power individuals are influential only to the degree that they inform the social influence strategies (or beliefs about effective and appropriate ways to influence others) used by high power people. In stereotype relevant contexts (e.g., Study 1: African Americans in academic domains, Study 2: women in masculine domains), we predicted a social influence strategy X stereotype match effect. Supporting predictions, we found that stereotypes influenced high power perceptions and behaviors a) when they informed weakness-focused power orientations (e.g., high power desires to identify and punish subordinate weaknesses), providing information about contextually relevant information along which others may have shortcomings, but not b) when they were irrelevant to strength-focused power orientations or desires to identify and reward strengths (e.g., stereotypes define positive attributes, but these are contextually irrelevant). Weakness-, as compared to strength-, focused leaders categorized more and exhibited biases in information seeking, evaluations and behaviors. Bridging the gap between stereotyping and prejudice research from the perspective of the perpetrator and the targets of prejudice, in a third study we found that weakness-focused power orientations where associated with depressed mood and confidence, less confidence, performance decrements and poorer leader evaluations when leaders were male and subordinates were female in a stereotypically masculine context. We suggest that these effects resemble stereotype threat effects and that stereotype reactance effects emerge from similar conditions that have the added feature of leaders doing unambiguously and blatantly sexist things.

Session D3
Saturday, 10:15 – 11:30 am
Ballroom C, Hilton

CULTURAL DIFFERENCES IN EMOTIONS: THEORETICAL APPROACHES

Chair: *Phoebe Ellsworth, University of Michigan*

Discussant: *Batja Mesquita, Wake Forest University*

Summary: Following Darwin's work on emotional expression, many psychologists have set out to demonstrate the universality of emotion, revealing a number of pan-cultural features of emotions. Given this general approach, the psychology of cultural variation remained limited to the accidental finding of differences that were unexplained, and therefore, theoretically uninteresting.

In this symposium current research will be presented that was specifically designed to test theoretically based predictions about cultural differences in emotions. Theories of independence and interdependence suggest that East Asians should be more attuned to the emotions of people around them and more likely to consider the whole social situation in the emotions of individuals. Theories of dialectical thinking suggest that mixed emotions may be more common and more acceptable to East Asians with Americans more likely to report single emotions. In addition, American's overriding concern with personal happiness should lead them to emphasize the expression of happiness more often than East Asians and to be more threatened by ambiguous interactions such as teasing. Cultural influences are not simply a matter of different display rules for the same emotion, but culture affects emotion at every stage, in many ways.

ABSTRACTS

THE PERCEPTION OF EMOTIONAL EXPRESSION *Takahiko Masuda[1], Phoebe Ellsworth[1], Janxin Leu[1], Ellen Veerdonk[2], Batja Mesquita[3]; [1]University of Michigan, Ann Arbor, [2]University of Amsterdam, Amsterdam, [3]Wake Forest University* — Recent cross-cultural research suggests that East Asians are more sensitive to context than Euro-Americans (Nisbett, Peng, Choi, & Norenzayan, 2001; Masuda & Nisbett, 2002). This should be particularly true of social/emotional contexts, given East Asian concerns with maintaining smooth social relationships in the group. We hypothesize that when interpreting a person's emotional facial expression, Japanese will consider the emotions of other people in the group. By contrast, Americans, viewing expression as indicative of an individual's private inner state, are more likely to ignore the other people. Thus Americans should interpret a given expression in the same way regardless of the social context, while Japanese interpretations of the same face should vary with the social context. Cartoon pictures depicting a central figure and four background figures were presented. In Study 1, Japanese and American participants rated the central person's anger, sadness, and happiness. Subsequently they engaged in a recognition test in which half of the pictures were from the original set and half were new, varying the clothing and expressions of the central and peripheral figures. Study 2 was identical, except that participants gave open-ended descriptions of the central person's emotion. This talk examines cultural differences in patterns of attention and perception of emotion, including the role of the background figures in Japanese and American interpretations of the central person's feelings, recognition accuracy, and more general differences in emotion labeling.

CULTURAL SENSITIVITY AND MEANING OF EMOTIONS IN JAPANESE AND AMERICANS *Janxin Leu[1], Phoebe Ellsworth[1], Batja Mesquita[2], Mayumi Karasawa[3]; [1]University of Michigan, Ann Arbor, [2]Wake Forest University, [3]Tokyo Woman's Christian University, Japan* — The goals of this study were 1)to examine cultural differences in sensitivity/attention to others' emotions, and 2) to investigate similarities and differences in the appraisals, action tendencies, and perceived appropriateness of strong emotions. Compared to Americans, Japanese are more concerned with maintaining social harmony and more attuned to social relationships and context (Masuda & Nisbett, 2002; Cohen & Gunz, 2002); thus we hypothesized that Japanese would recognize emotions more quickly than Americans. Moreover, we expected that Japanese would emphasize appraisals of connectedness and interdependence, while Americans would be more concerned with self-esteem and contro. In a cross cultural study, we showed 63 Americans and 70 Japanese sequences of White and Asian faces, gradually changing from neutral to expressions of anger or happiness. Participants were asked to identify the first picture in the sequence in which they detected an emotion or emotions. Participants also rated emotions, appraisals, and action tendencies for the extreme happy and angry faces. Consistent with cultural theory, the results suggested greater sensitivity to emotional expression in Japanese, who detected emotions sooner than Americans. Similarities in appraisal and emotion ratings showed that anger and happiness have a core of meaning common to both cultures. However, cultural differences in appraisals and action readiness could be understood from a greater concern with connectedness and interdependence in the Japanese, and a lesser concern with control.

CULTURAL VARIATION IN NON-DUCHENNE SMILES DURING POSITIVE EMOTIONAL EVENTS *Jeanne L. Tsai; Stanford University* — Non-Duchenne smiles have been defined as smiles that maintain politeness or social propriety by masking negative emotion. This definition of non-Duchenne smiles, however, is primarily based on cross-cultural studies that examine the occurrence of non-Duchenne smiles during negative emotional events (e.g., Friesen, 1972). Few cross-cultural studies have examined the occurrence of non-Duchenne smiles during positive emotional events, despite the fact that they may serve important functions in these contexts as well. For example, in European American culture, which strongly values positive emotions such as happiness and pride, non-Duchenne smiles may function to accentuate and reinforce the experience and expression of these emotions. To support this argument, I present data from two studies that compare the occurrence of non-Duchenne smiles during positive emotional events in European Americans and Asian Americans, who place less value on the experience of positive emotions than European Americans. In the first study, Hmong Americans and European Americans relived past emotional episodes from their lives. In the second study, Chinese American and European American couples talked about emotional topics in their relationships. In both studies, European Americans showed more non-Duchenne smiles during positive emotion than did their Asian American counterparts, against a backdrop of no differences in physiology or self-reports of emotion. In addition to broadening our understanding of non-Duchenne smiles to include their function during positive emotional events, our findings suggest more generally that in certain contexts, these "displays" do more than maintain politeness: they enhance and reinforce the expression of culturally valued emotions.

CULTURAL APPROACHES TO TEASING BEHAVIOR, EXPERIENCE AND EMOTION *Belinda Campos[1], Dacher Keltner[1], Jennifer Beck[2], Gian C. Gonzaga[3]; [1]University of California, Berkeley, [2]Southwest Educational Development Lab, Austin, Texas, [3]University of California, Los Angeles* — In everyday teasing, deprecating comments are made as part of playful social interaction. But who is enjoying the teasing? We contend that enhanced concern with positive social relations and lessened concern with a positive sense of self leads to more pleasurable teasing experiences. In four studies, we examined how cultural approaches to the self's relationship with others influences teasing behavior, daily experience, attribution and emotion. U. S. Asians and Latinos, whose cultures stress positive interdependence with others, were expected to perceive teases less negatively and have more emotionally positive teasing experience than their Caucasian counterparts. In Study 1, couples rated their discrete emotional experience and their partner's teasing motives after a videotaped teasing task. Caucasians engaged in less positive teasing behavior than Latinos and reported less positive emotional experience than Asians. In Study 2, the daily diary teasing interactions reported by Caucasians were less motivated by affiliation and Caucasian men reported significantly less laughter during teasing interactions than Asians. In Study 3, participants rated tease vignettes for their affectionate or hostile quality and judged the motives and emotional experience of the teaser. Again, Caucasians attributed higher levels of teaser tension than Asians. In Study 4, Caucasians reported early childhood teasing nicknames that were less critical than Asian and Latino nicknames, suggesting less experience with provoking teasing. The pattern of results suggests that the playful, positive qualities of teasing are highlighted when there is less concern with an independent, positive sense of self.

Session D4
Saturday, 10:15 – 11:30 am
Ballroom D, Hilton

SOCIAL COGNITIVE NEUROSCIENCE APPROACHES TO THE SELF

Chair: *Matthew D. Lieberman, University of California, Los Angeles*

Summary: The nature of the self has intrigued scholars of many

disciplines as long as there have been disciplines at all. Recently, there has been increased interest in the neural underpinnings of the self and self-related processes. With this addition of neuroimaging and neuropsychological methods used to probe self-related processes, the resulting data may bring new insights to the psychology of self and constrain existing theories. In this symposia we present talks that deal with classic social psychological phenomena including self-knowledge, self-awareness, self-reference, and self-schemas using functional magnetic resonance imaging (fMRI) and neuropsychological case studies with split brain and amnesic patients.

ABSTRACTS

AN FMRI STUDY OF SELF-SCHEMAS IN COMEDIANS AND ATHLETES *Lieberman, M. D., Jarcho, J. M., & Satpute, A.B.; UCLA* – Following a design similar to Markus (1977), professional comedians and college soccer players indicated whether adjectives relevant to the two activities were self-descriptive while brain images were collected in a functional magnetic resonance imaging (fMRI) procedure. Participant schematicity was deteremined behaviorally by subtracting RTs for self-relevant schema task from non-self-relevant schema task. More schematic participants had decreased neural activity in the right temporal lobe (including the hippocampus and temporal pole) and frontal lobes, but more activity in the basal ganglia when responding to self-relevant words than non-self-relevant words. These results, discussed in terms of a reflexion/reflection model of neurocognition and Baumeister's (1986) historical theory of the self, suggest that as self-knowledge becomes automatized it is less dependent on the explicit memory structures of the temporal lobe.

A SOCIAL COGNITIVE NEUROPSYCHOLOGICAL EXAMINATION OF THE SELF *Klein; S. B.* – Over the last several years, researchers have begun to appreciate the ways in which questions of interest to personality and social psychologists can be addressed with neuropyschological case material. In this talk I show how neuropsychological approach can contribute to our understanding of the mental representation of self. I first review some of the limitations of studies of self that rely on findings from normal participants, and show how these can be overcome by examining the performance of patients with neuropsychological impairments. I then present the case of patient D.B., who suffered profound amnesia as a result of anoxia following cardiac arrest, as an example of the way in which the study of neuropsychological syndromes can cast important new light on questions concerning the mental representation of self.

IF I COULD BE LIKE MIKE? SELF-RECOGNITION IN SPLIT-BRAIN PATIENTS *Heatherton, T.F., Kelley, W.M., Turk, D., Gazzaniga, M.S., Macrae, C.N.; Dartmouth* – The capacity to recognize oneself is central to a raft of higher-order cognitive capacities, such as self-consciousness, introspection, and theory of mind. To operate effectively in the world, people must be able to distinguish "me" from "not me," thus it is reasonable to assume that distinct neural mechanisms may subserve the process of self recognition. Both functional imaging and patient studies have demonstrated that face recognition is typically reliant on structures in the right cerebral hemisphere, such that damage to these cortical areas impairs people's ability to recognize others But is the right hemisphere similarly specialized for self recognition? To investigate this possibility, we assessed the efficiency of the person recognition process (self vs. familiar other) in a split-brain patient. Such an individual affords an ideal test of potential hemispheric differences in person recognition, as information (i.e., pictures of self or a familiar other) can be presented and localized to either the left or right hemisphere of the disconnected brain. The results revealed a double dissociation in face recognition performance. Whereas the right hemisphere showed a bias towards recognizing morphed faces as a familiar other , the left hemisphere displayed the

opposite pattern; that is, biased recognition in favor of self. The results presented here support the viewpoint that, while self recognition can be accomplished by both hemispheres, cortical networks in the left hemisphere play an important role in the execution of this process.

THINKING ABOUT YOU TURNS ME OFF: THE SELF AND MEMORY *Macrae, C.N., Kelley, W.M., Wyland, C. Heatherton, T.F; Dartmouth* – Researchers have long debated whether knowledge about the self is unique in terms of its functional anatomic representation within the human brain. In relation to memory, knowledge about the self is typically remembered better than other types of semantic knowledge (e.g. knowledge about others). However, it is unclear from psychological findings whether the cognitive operations subserving this self-reference superiority in memory reflects unique mnemonic capabilities of the 'self' that can be mapped onto anatomically distinct brain regions or whether the effect simply builds upon an extant semantic knowledge network. This study used event-related functional magnetic resonance imaging (fMRI) to investigate potential neural substrates of self-knowledge. Subjects were imaged while making judgments about trait adjectives under three experimental conditions: relevance to self, relevance to a familiar public figure, and whether the adjective was in uppercase or lowercase letters. Relevance judgements, when compared to case judgments, were accompanied by activation of left inferior frontal cortex and anterior cingulate. A separate region of medial prefrontal cortex was selectively engaged during self-referential processing. Collectively, these findings suggest that knowledge about the self is functionally dissociable from other forms of semantic knowledge within the human brain. Additional studies are presented using event-related fMRI to examine how self-relevant information is remembered

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Session D5
Saturday, 10:15 – 11:30 am
Studio 1/2, Sheraton

WHITE IDENTITY: WHAT IS IT AND WHY DOES IT MATTER?

Chairs: *Phillip Atiba Goff[1] and Nyla R. Branscombe[2], [1]Stanford University, [2]University of Kansas*

Summary: What is "White" identity? Does White identity function the same or different from other group identities? What consequences does White identity salience have for intergroup responses? In recent years, the cultural studies movement has begun asking these questions from the vantage of several different disciplines. We believe that research on White identity and its consequences for motivation, prejudice, and affect can be informed by the social psychological research on group identity. In this symposium we consider methods of measuring White identity, its affective underpinnings, and the consequences resultant from experiencing threat to White identity. Knowles and Peng argue that White identity is influenced by degree of interracial contact. They demonstrate that the racial composition of one's neighborhood can lead to the inclusion of White racial identity in the self-concept. Leach, Iyer, and Pedersen argue that studying dominant group members' emotions (i.e. guilt versus sympathy) is central to the politics of identity. Specifically, when Whites' role in creating disadvantage for others is salient, these emotions may predict ways in which social inequality is exacerbated or ameliorated. Branscombe and colleagues consider racism as a consequence of threat to the value of White identity among those who highly value their racial group membership. Goff, Steele, and Davies suggest that Whites, like racial minorities, can experience a kind of stereotype threat, and this can result in discriminatory or prejudiced

behaviors. Taken together, this research suggests that White racial identity can be examined with existing social psychological tools.

ABSTRACTS

MEASURING WHITE RACIAL IDENTITY: A VALIDATION OF THE WHITE IDENTITY CENTRALITY IMPLICIT ASSOCIATION TEST *Eric D. Knowles, Kaiping Peng; University of California, Berkeley* — Despite the emergence of "critical Whiteness studies" in anthropology and sociology, psychologists have been slow to bring their methods to bear on the study of White racial identity. We strove to help fill this void by developing a measure of the construct. In light of features distinguishing White identity from other social identities — such as its "invisibility" to those who possess it and sensitivity as a topic of discourse — we adopted the Implicit Association Test (IAT) (Greenwald, McGhee, & Schwartz, 1998) as an assessment tool. Three studies provided evidence for the construct validity of the White identity centrality IAT (WICIAT), which treats White identity as the degree to which membership in the White ingroup is integrated into an individual's self-concept. In Study 1, the WICIAT was found to correlate with response latencies in Smith and Henry's (1996) trait self-descriptiveness task — an established tool for assessing ingroup identification — but not with conceptually distinct measures. In Study 2, the WICIAT was found to correlate with demographic indicators of participants' levels of interracial association, including racial segregation in participants' home regions. In Study 3, the WICIAT successfully predicted the "ingroup overexclusion effect," a phenomenon known to vary with levels of ingroup identification. In a racial categorization task, strongly identified Whites rejected race-ambiguous faces from the ingroup more than did weakly identified Whites. Together, these studies argue for the construct validity WICIAT. We hope that the test will be a boon to psychologists beginning to grapple with the nature of White racial identity.

THE PHENOMENOLOGY AND POLITICS OF ADVANTAGE: "WHITE" GUILT, SYMPATHY, AND ANGER ABOUT RACIAL INEQUALITY *Colin Wayne Leach[1], Aarti Lyer[1], Anne Pedersen[2]; [1]University of California Santa Cruz, [2]Murdoch University, Perth, Western Australia* — Status distinctions are pervasive and powerful. This is why social-personality psychology is devoting renewed attention to the role of status in intergroup relations. "Race" is one extremely important means by which status inequality is constructed and maintained. The intergroup emotion perspective offers one promising approach to the meaning that people ascribe to their own and others' experience of "racial" status distinctions. Studying the specific emotions members of structurally advantaged groups experience regarding their status position is promising partly because particular emotions are suggestive of the political meaning ascribed to, and prescribed for, groups. Understanding how advantaged group members experience their status is central to an understanding of political efforts that support or oppose equality. I will report four studies that illustrate the benefits of the intergroup emotion approach to the study of racial inequality and its politics. For example, I will discuss two studies of guilt and sympathy regarding "white" racial advantage in California (Iyer, Leach, & Crosby, in press). These studies show that guilt and sympathy are associated with different beliefs regarding inequality and that these emotions are differentially implicated in the politics of restitution in the U.S. (i.e. affirmative action). In addition, I will discuss two studies of Anglo Australian guilt and anger regarding the status disadvantage of Indigenous people. I will show that these emotions are based in different views of inequality and that guilt and anger have different implications for the politics of restitution in Australia (i.e. Federal apology).

RACISM AS A JUSTIFICATION OF WHITE PRIVILEGE: THE ROLE OF WHITE RACIAL IDENTIFICATION *Nyla R. Branscombe, Michael T. Schmitt, Kristin Schiffhauer, Lorena Valencia; University of Kansas* — Theorists have suggested that racism can serve to justify racial inequality.

From a social identity theory perspective, justification responses are especially likely among Whites who value their group membership and who perceive the legitimacy of the ingroup's status as threatened (see Branscombe & Wann, 1994). To test the hypothesis that racism may increase under conditions of perceived threat to identity, White participants who were either low or high in racial identification (e.g., "I feel good about being White") were randomly assigned to write about the ways in which they have been either privileged or disadvantaged because they are White/Caucasian. In a control condition, participants wrote on a non-race-related topic. Reflecting their privileged position in the social structure, participants generated reliably more White privileges than they did White disadvantages. Following this task, all participants completed the Modern Racism Scale. Level of White identification and thought condition interactively affected racism scores. In the disadvantage and control conditions, level of identification did not differentially affect racism scores. However, when forced to confront group-based advantage in the privilege condition, high White identifiers expressed significantly greater racism than did low White identifiers. In addition, only high White identifiers exhibited increased racism in the privilege condition compared to either the disadvantage or control conditions. The results are discussed in terms of increased racism being a dominant group response that occurs especially in identity-threatening conditions. Racism was highest when people had internalized their privileged group membership and the legitimacy of their group's high status position was threatened.

WHITE IDENTITY THREAT: SOME BEHAVIORAL CONSEQUENCES *Phillip Atiba Goff, Claude M. Steele, Paul G. Davies; Stanford University* — In the study of the self, social psychologists have come to know a great deal about stigmatized identities and individuals under threat. Our research looked to extend this knowledge to dominant groups by asking: what happens when an individual perceives that he or she is at risk of being stereotyped as a dominant group member? More specifically, we wondered if the threat of being perceived as stereotypically white could motivate behaviors that seem prejudiced. Our preliminary evidence suggests that a kind of stereotype threat for whites could have exactly these consequences. In a series of studies, white participants created more social distance (measured in physical distance) from Black participants than from white participants when discussing racially charged topics. Participants' distance was moderated by the activation of the concept "white racist" (measured via a word stem completion task) when speaking with Black participants, but not when speaking with white participants. Interestingly, this stereotype activation did not correlate with the activation of the "general white" (i.e. non-racist white) concept, which was, itself, not predictive of participant behavior. This research suggests that white identity may have multiple and distinct domains, and that threats to particular domains can have important behavioral consequences. In fact, it is our argument that many prejudiced behaviors may result more from the defense of white identity than from other, more obviously sinister causes.

Session D6
Saturday, 10:15 – 11:30 am
Studio 3/4, Sheraton

CAUSES AND CONSEQUENCES OF CHANGES IN STEREOTYPIC BELIEFS

Chair: *Bill Swann, University of Texas, Austin*

Summary: Insofar as social stereotypes are "exaggerated beliefs about some class of persons or other entities," one obvious question is why

perceivers develop and maintain such "exaggerated" beliefs. Attempts to address this question have largely pointed to categorization. Once perceivers categorize target persons, they homogenize rather than individuate them, thus blinding them to exceptions to their (often erroneous) stereotypes.

In this symposium, we adopt a somewhat broader perspective on the processes that contribute to stereotype maintenance and change. First, we examine the contribution of targets, as well as perceivers, to stereotype change. Second, we consider the role of implicit as well as explicit stereotypic beliefs to the change process.

Swann and colleagues (2003) report a prospective field study of small groups of MBA students. They report that (a) individuation at the beginning of the semester predicts changes in stereotypic perceptions 9 weeks later and (b) the relation between individuation and change was mediated by self-verification: the tendency for targets to bring perceivers to see them as they saw themselves. Goodwin and Dove (2003) demonstrate that people's implicit (as well as explicit) gender stereotypes can be altered using a dynamic stereotype protocol, in which people are asked to describe men and women in the past, the present, and the future. Rudman and Fairchild (2003) discuss the social barriers to stereotype change processes, given that people tend to (a) sanction counter-stereotypical targets, and (b) closet their own counter-stereotypical behavior when they fear social reprisals for deviance.

ABSTRACTS

VANQUISHING GENDER-STEREOTYPIC PERCEPTIONS IN GROUPS: THE INTERPLAY OF INDIVIDUATION AND SELF-VERIFICATION *William B. Swann[1], Virginia Kwan[2], Jeff Polzer[3], Laurie Milton[4], [1]University of Texas, [2]Princeton University, [3]Harvard University, [4]University of Calgary* — On the face of it, the "problem" of social stereotypes would seem to reside in the minds of perceivers. Once perceivers categorize target persons, the argument goes, they homogenize rather than individuate them, assuming that they are all alike rather than distinct individuals. In this presentation, we adopt a somewhat broader perspective on the nature of stereotypes by explicitly acknowledging the contribution to targets as well as perceivers to the process of change. We were specifically interested in changes in the gender-stereotypic perceptions of members of small groups of MBA study groups (N = 253) over a period of several months. At the outset of the semester, group members perceived women as more "communal" than men but no less "agentic". Over the subsequent 9 weeks, people abandoned their traditional stereotypes of women as more agentic than men, with the result that their communion-related perceptions of men and women converged. These changes in stereotypic perceptions were predicted by the extent to which people individuated one another at the outset of the semester. In addition, the link between individuation and erosion of stereotypic perceptions was mediated by self-verification (Swann, 1983). That is, perceivers who individuated targets at the beginning of the semester were more inclined to provide them with self-verification and self-verification was, in turn, associated with erosion of stereotypic perceptions. These findings indicate that changes in stereotypic perceptions can be best understood by focusing simultaneously on the contributions of perceivers and targets to the process.

SOCIAL ROLES & IMPLICIT GENDER STEREOTYPE CHANGE: A BRIGHTER FUTURE FOR WOMEN? *Stephanie A. Goodwin, Natalie Dove; Purdue University* — Social Role Theory (Eagly, 1987) argues that gender stereotypes result from perceptions of role differentiation. Consequently, stereotype change is predicted to correspond with changes in gender roles over time. Experimental evidence supports this hypothesis for explicit stereotypes; thinking about changes toward less traditional gender-role distributions reduces self-reported stereotyping of women (Diekman & Eagly, 2000). The present research examined the generaliz-

ability of these effects to implicit stereotypes. Participants imagined gender roles over time before completing implicit gender-role (Study 1) or -trait (Study 2) stereotype measures. Study 1 participants (N=151) estimated percentages of men/women occupying career/household roles in 1950, the present day, or 2050 (BSs) before completing implicit measures (IAT) of gender role stereotypes (art vs. science). As predicted, participants who thought about future gender roles had significantly lower implicit stereotyping scores – i.e. weaker "female/art" and "male/science" associations—compared to participants in the past or present-day conditions. Study 2 replicated these effects using a second implicit measure (GNAT) and assessing trait stereotypes (smart vs. dumb). Participants who evaluated present-day or future roles had significantly weaker implicit stereotypes of women as less intelligent than men, compared to participants who evaluated roles in the past. Implicit gender attitudes were unaffected by role manipulations in either study. Results are consistent with findings that counter-stereotypic imagery reduces automatic stereotyping. Moreover, they strongly support SRT's contention that gender stereotypes follow from perceptions of gender roles.

PRESERVING THE SOCIAL ORDER: THE ROLE OF BACKLASH IN STEREOTYPE CHANGE PROCESSES *Laurie A. Rudman, Kimberly Fairchild; Rutgers University* — Social sanctions for counterstereotypical behaviors have been termed the backlash effect (Rudman, 1998). Three experiments show that backlash is an important barrier to stereotype change processes. Experiments 1 and 2 allowed perceivers defeated by typical or atypical targets to sabotage their competitor's future performance. Results showed that atypical minority targets (women and Asians) were likely to be sabotaged, whereas atypical dominant targets (men and Whites) suffered decreased competence ratings. In addition, sabotage afforded self-esteem benefits for people who sabotaged atypical (but not typical) targets. Experiment 3 led men and women to believe they had performed well on a same- or cross-sexed "gender knowledge test." As predicted, people who feared backlash chose to hide their atypical (but not typical) performance from others. In concert, the findings suggest that backlash is linked to invisibility for atypical targets and atypical behaviors alike. The former because atypical exemplars may be prevented from becoming successful role models and may, instead, be forced out of the spotlight; the latter because people may avoid backlash by closeting their atypical skills and abilities. The resulting picture is one of a social enterprise in which perceivers and actors alike conspire to maintain stereotypes by policing others and themselves in order to preserve the social order.

Session E1
Saturday, 11:45 am – 1:00 pm
Ballroom A, Hilton

EVERYDAY MANIFESTATIONS OF PERSONALITY

Chairs: *Samuel D. Gosling[1], Jennifer S. Beer[2], Richard W. Robins[3]; [1]University of Texas, Austin, [2]University of California, Berkeley, [3]University of California, Davis*

Discussant: *Oliver P. John, University of California, Berkeley*

Summary: Over the past 30 years personality research has focused on issues of structure and measurement, but as Funder (2001) has recently observed, "…the catalog of basic facts concerning the relationships between personality and behavior remains thin." For example, individuals go to work, listen to music, spend time in their gardens, exercise, worship, maintain their houses, and eat, yet very little is known about how these everyday acts are related to personality. Drawing from a

broad array of real-world behaviors, this symposium highlights recent attempts to examine how personality impacts what ordinary people do in their everyday lives. Hogan analyzes data from over 300,000 employed adults to reveal associations between personality and work-related behaviors; he also shows how such behaviors influence job success. Rentfrow examines behavioral and self-report data to characterize individuals in terms of their music preferences; he shows that such preferences are reliably related to traditional measures of personality and predict numerous everyday activities. Goldberg analyzes data from a large community sample and details connections between personality and a wide range of specific behaviors, including drug abuse, religious practices, and eating behavior. Paulhus identifies links between the darker aspects of personality, everyday misbehaviors, and entertainment preferences (e.g., movies, video games, internet, & sports). Finally, John's discussion will integrate the core themes that unify these diverse talks. With the foundations of personality now secure, the talks in this symposium together reflect a new wave of research aimed at uncovering the impact of personality in the real world.

ABSTRACTS

FORECASTING INDIVIDUAL DIFFERENCES IN OCCUPATIONAL SUCCESS *Robert Hogan; Hogan Assessment Systems* — Socioanalytic theory suggests that the most important goals in each person's life concern getting along, getting ahead, and finding some meaning. The model also suggests that these goals are most importantly pursued in occupational contexts. In addition, the model stipulates that there will be important individual differences in people's ability to achieve these goals. This, then, leads to a measurement agenda for personality assessment— namely, forecasting individual differences in occupational success. We now have data on over 300,000 employed adults, on the Hogan Personality Inventory (HPI). We also have the capability to search the data base and examine the predictors of various kinds of outcomes. This talk will provide empirical examples of how to predict "employment fit"—what kind of citizen a person will be—and "job fit"—how well the person will perform in a particular job. Validity coefficients for well constructed personality measures reliably equal those for measures of cognitive ability, but without the unpleasant social consequences of those measures.

THE DO RE MI'S OF EVERDAY LIFE: MUSIC PREFERENCES AS A MANIFESTATION OF PERSONALITY *Peter J. Rentfrow; University of Texas, Austin* — At this very moment, in homes, offices, cars, restaurants, and clubs around the world, people are listening to music. Despite its prevalence in everyday life, the sound of music has remained mute within social and personality psychology. The present research begins to redress the historical neglect of music by examining individual differences in music preferences. Using multiple samples, methods, and geographic regions, I examine the underlying structure of music preferences. Findings from three studies converged to reveal four music-preference dimensions: Emotional and Complex, Aggressive and Energetic, Happy and Simple, and Upbeat and Hedonistic. Drawing from research on person-environment links in everyday life, I predicted that individuals would select music to match and reflect their personalities. Two studies confirmed this prediction, showing that music preferences do indeed reflect personality attributes. For example, Extraversion was related to preference for happy music with a lot of singing and Openness was related to preference for complex and artistic music. In addition, individuals who saw themselves as politically conservative preferred conventional music and individuals who saw themselves as athletic preferred vigorous music. This research illustrates how the study of music and other everyday activities can cast light on important psychological processes that have hitherto been neglected by mainstream personality and social psychological research.

PERSONALITY PREDICTORS OF EVERYDAY ACTIVITIES *Lewis R. Goldberg; University of Oregon* — I will discuss some of the links between personality characteristics and the relative frequencies with which members of the Eugene-Springfield (Oregon) Community Sample report participating in each of 400 specific behavioral acts. When aggregated into clusters of interrelated acts, some of the resulting act-clusters include drug use/abuse, religious practices, computer-related experiences, sports, housekeeping, physical exercise, cultural events, travel and leisure, gardening, summer recreation, physical aggression, literary pursuits, irresponsible behaviors, reading, physical illnesses, allergic reactions, creative achievements, political/organizational activities, and eating habits. The frequencies with which persons carry out these everyday activities vary enormously across individuals, and most of the act clusters are highly related to such demographic variables as gender, age, and educational level. Within demographically homogeneous subsamples, however, they are also strongly related to measures of personality traits.

PERSONALITY PREDICTS ENTERTAINMENT PREFERENCES AND EVERYDAY MISBEHAVIORS *Delroy L. Paulhus and Kevin Williams; University of British Columbia* — Much concern has been expressed about the influence of entertainment media on everyday misbehaviors. However, prior personality characteristics may be the ultimate cause of such associations. This study (N = 356) examined the degree to which three "dark" personalities (narcissism, psychopathy, and machiavellianism) predict anonymous reports of entertainment preferences and misbehaviors. Our results showed that subclinical psychopathy was the best predictor of both anti-social entertainment preferences and misbehaviors. Psychopathy positively predicted a full range of anti-social entertainment preferences, including aggressive films, violent sports, violent video games, and anti-social internet usage. Similarly, psychopathy negatively predicted prosocial entertainment preferences for prosocial films, watching non-violent sports, and pop music. Furthermore, anti-social acts were best predicted by psychopathy (e.g., major crimes, minor theft, bullying, drug abuse, and alcoholism). The other two dark personality measures were somewhat associated with entertainment preferences. Machiavellianism positively correlated with preferences for aggressive films and internet usage and negatively correlated with preferences for prosocial films and non-violent sports. Narcissism correlated only with playing and watching violent sports. The relation between personality and entertainment preferences was consistent across all the major media forms: movies, video games, music, and sports. Entertainment, in turn, is linked to misbehavior. The present study suggests that this link can be accounted for by prior personality characteristics.

Session E2
Saturday, 11:45 am – 1:00 pm
Ballroom B, Hilton

"IT AIN'T NECESSARILY SO": REVISITING SOME OF SOCIAL PSYCHOLOGY'S CITATION CLASSICS

Chair: *Leonard S. Newman, University of Illinois, Chicago*

Summary: Social psychologists are well aware that people's memories of their pasts can be distorted. Not surprisingly, though, the field's collective memory of its own past is also less than perfect. Four widely-cited books that have played important roles in the field's history will be re-examined. Speakers will in some cases highlight discrepancies between what the authors of those books said and how their ideas are usually summarized. Even more generally, it will be argued that these

classic works have more to offer contemporary social psychologists than one would suspect if one's knowledge of them was derived only from secondary sources. Newman argues that Lippmann's Public Opinion should certainly be on every social psychologist's reading list, but not only (or necessarily) for its contributions to the study of stereotyping: Lippmann, in fact, was not terribly interested in the topic. Moskowitz reminds us that Heider not only laid the groundwork for subsequent consistency and attribution theories, but also anticipated a number of other themes in social cognition research. Stone will explain why anyone contemplating conducting research on cognitive dissonance would be well-advised not only to read A Theory of Cognitive Dissonance, but also to pay close attention to methodological aspects of Festinger's early research. And Erber describes how Arendt's "banality of evil" idea, presented in Eichmann in Jerusalem, has been misconstrued by social psychologists; her account of the causes of evil behavior is much more sophisticated than the account that is typically (mis)attributed to her.

ABSTRACTS

WALTER LIPPMANN'S COGNITIVE SOCIAL PSYCHOLOGY: PUBLIC OPINION REVISITED *Leonard S. Newman; University of Illinois, Chicago* – Eighty years after its initial publication, Lippmann's Public Opinion is still frequently cited in the social psychology literature. As is often noted, Lippmann, a journalist, introduced the term "stereotype" to social psychologists. In fact, an analysis of citations to the book over the last 15 years reveals that almost without exception, Public Opinion is cited only in papers on the topic of stereotypes as the term is currently defined (i.e., overgeneralized beliefs about the attributes of different groups of people). A fresh reading of the book, however, would reveal some surprises to those who only know about it from secondary sources. First of all, the term stereotype, as used by Lippmann, was broader in meaning than it is today; for Lippmann, the term referred to what contemporary social psychologists would call a "schema". In addition, stereotyping as currently defined was actually not a major theme of Public Opinion -- nor was it a topic of much concern for Lippmann at any point in his long and prolific career. Ironically, the man who is a hero to stereotyping researchers was himself uninterested in writing about issues relating to prejudice and discrimination. (The term "stereotype" appears nowhere in the index of Ronald Steel's authoritative 600-page long biography of Lippmann.) The final irony, though, is this: Public Opinion still deserves to be read by social psychologists, because whether or not it is a seminal treatment of stereotyping and prejudice, its analysis of human thinking and behavior is remarkably consistent with contemporary social cognition research.

COGNITIVE DISSONANCE THEORY: FORGOTTEN TREASURES AND OVERLOOKED DETAILS *Jeff Stone; University of Arizona, Tucson* – A Theory of Cognitive Dissonance, published by Leon Festinger in 1957, is one of the most cited books in social psychology. Yet, despite all the attention that dissonance theory has received in the field, there are a number of ways in which people misconstrue Festinger's viewpoints and the classic experiments that supported them. Some might be surprised to learn that Festinger, for example, did not posit a motive for psychological consistency in his original book. He also noted that people might experience dissonance but not try to reduce it, and that under some conditions, dissonance reduction could be difficult and even impossible to accomplish. Festinger favored behavior change over other forms of dissonance reduction like attitude change, and he was fascinated by the idea that people can anticipate and avoid the discomfort associated with dissonance. Similar misconceptions exist about how the classic dissonance experiments were conducted. For example, important details in the original free-choice experiment conducted by Brehm (1956), the effort justification experiment conducted by Aronson and Mills (1963), and in other paradigms are often ignored or described inaccurately. The empirical misconceptions not only distort the perception of the phenomena that the classic studies demonstrate, but they also decrease the possibility that anyone can replicate them and extend our understanding of dissonance processes. Many insights and undiscovered treasures await anyone who is willing to revisit the original books and the classic empirical papers that established dissonance theory as one of the most important contributions to the field of social psychology.

HANNAH ARENDT AS AN INTERACTIONIST: A NEW LOOK AT THE "BANALITY OF EVIL" *Ralph Erber; DePaul University, Chicago* – Even though Hannah Arendt's report on the Eichmann trial triggered a firestorm of controversy when it was first published, social psychologists were quick to embrace it. Arendt found no evidence of "diabolical or demonic profundity" in the arch murderer of the Jews, and thus it appeared that his actions must have been due to the presence of powerful situational forces. This interpretation fit well with the situationist spirit of the 1960s, exemplified by Milgram's obedience research and Mischel's critique of personality traits as predictors of behavior. Over the past 40 years the situationist interpretation of Arendt's account has reached almost mythical proportions. Countless authors have described Eichmann as an uninspired bureaucrat who simply did his job without questioning orders. Even though the story of Eichmann as a dutiful desk jockey seems consistent with the thrust of Milgram's research, Arendt's report shows that he operated in a context very different from an obedience experiment. Even a cursory reading of Eichmann in Jerusalem reveals that no authority figure was hovering over Eichmann, muttering that the transports must continue. In fact, he continued to "do his job" even after having been asked to stop. Arendt approached Eichmann's actions as the product of a unique set of personality characteristics and a situation in which those characteristics could manifest themselves optimally; she was an interactionist whose insights can still tell us much about the nature of evil. Recent criticisms of her work are aimed at a distorted retelling of her account from secondary sources.

"THE THEORIES OF FRITZ HEIDER: BALANCE THEORY, ATTRIBUTION THEORY ... AND PRIMING EFFECTS?" *Gordon B. Moskowitz; Lehigh University, Bethlehem, PA* – Heider (1944; 1958) is largely recognized for extending Gestalt theorizing to social psychology and giving rise to the consistency and attribution theories that were dominant throughout the 1950s and 1960s. However, Heider's (1944) seminal paper on "Social perception and phenomenal causality" also perhaps could be credited with coining the term "social cognition." In this paper Heider discusses the cognitive mechanisms that underlie what came to be a dominant theme in social psychology in the era after the cognitive revolution -- accessibility effects. Though most texts credit the concept of accessibility, as it relates to social perception, to Bruner (1957), Heider details a good deal of what is currently known about assimilation and contrast. Heider (1944) described assimilation as a process whereby an actor is performing an act, and one of these two ingredients colors the interpretation of the other. When the knowledge we have about an actor is used to interpret his/her behavior ("the influence of the origin on the effect"), a perceptually ready construct provides the meaning ascribed to the behavior. Heider described contrast as a case of dissimilation, a process whereby an actor performs an act and the qualities of the actor (e.g., a person not prone to jealousy) color the interpretation of the act (e.g., mildly jealous behavior), making the act and actor seem "as much unlike each other as possible" (i.e., the behavior is seen as extremely jealous). We will discuss Heider's theoretical ideas about assimilation and contrast and examine how recent research illuminates those hypotheses.

UNDERSTANDING HOW STEREOTYPE THREAT IMPAIRS ACADEMIC ACHIEVEMENT: A SECOND GENERATION OF RESEARCH

Chairs: *Jean-Claude Croizet[1] and Steve Spencer[2], [1] Université Blaise Pascal of Clermont-Ferrand, France, [2] University of Waterloo*

Discussant: *Claude M. Steele, Stanford University*

Summary: Traditional explanations of group differences in academic achievement have almost exclusively focused on students, seeing in lower performance the expression of some individual deficiencies, be they genetic or the consequence of some cultural or structural disadvantages. By showing that academic performance and test scores may be substantially influenced by situational variables, research on stereotype threat has begun to question the common belief that the underachievement of certain social groups is rooted in inherent lower academic ability. Although stereotype threat effects are well-documented in the literature, very little is known about the mechanisms driving this important phenomenon. This symposium will bring together researchers from different countries that have investigated this fundamental issue. All four papers will discuss processes that may contribute to the negative effects of stereotype threat on achievement. Keller & Bless will focus on self-regulatory demands as mediators of performance deficits under stereotype threat. Croizet & Despres will show that stereotype threat interferes with performance by triggering a disruptive mental load. Stone discusses self-doubt and self-handicapping as crucial factors in understanding stereotype threat. Finally Spencer discusses the detrimental effects of exposure to gender-stereotypic media and presents evidence showing how thought suppression can lead to negative affects of stereotype threat. Together, these papers further our understanding of the fundamental processes underlying stereotype threat.

ABSTRACTS

REGULATORY FOCUS AS A MODERATOR OF STEREOTYPE THREAT EFFECTS *Johannes Keller, Herbert Bless; University of Mannheim* – Much of the current research on stereotype threat focuses on the underlying processes of the phenomenon. In this contribution a theoretical framework that relates self-regulatory processes as postulated in Regulatory Focus Theory (Higgins, 1998) to Stereotype Threat Theory (Steele, 1997) will be presented. In this framework an interactive relation between stereotype threat and the mode of self-regulation (promotion vs. prevention) is proposed. It is postulated that stereotype threat is related to specific emotional, cognitive and motivational processes depending on the mode of self-regulation that is activated in a given situation. The model is tested in several experiments involving the manipulation of regulatory focus and the gender fairness of math and spatial tests. The results indicate that stereotype threat effects on test performance, cognitive and emotional reactions as well as performance strategies are indeed moderated by the mode of self-regulation activated in the testing situation.

HOW DOES STEREOTYPE THREAT UNDERMINE PERFORMANCE ? *Jean-Claude Croizet, Gérard Desprès; University Blaise Pascal of Clermont-Ferrand* – Stereotype threat is a well established phenomenon. Though there is now accumulating evidence showing that neg-ative stereotypes alleging intellectual inferiority can act as a threat that disrupts the performance of stereotyped targets, very little is known about the processes by which stereotype undermines performance. We propose that stereotype threat generates self-regulation demands to restore a sense of self-integrity. In this presentation, we will discuss research that extends our understanding of the cognitive processes involved in the mediation of stereotype threat. We will first present studies that suggest that stereotype threat generates an interfering self-regula-tion mechanism. We will show that situational manipulations reducing self-regulation demands, through self-affirmation, restore performance of low SES targets. Second, we will present psychophysiological research showing that stereotype threat undermines intellectual performance by triggering a disruptive mental load. Theoretical and practical implica-tions of a resource-depletion approach to stereotype threat will be dis-cussed.

THE EFFECTS OF STEREOTYPE THREAT ON BEHAVIORAL SELF-HANDICAPPING AMONG WHITE ATHLETES *Jeff Stone; University of Arizona* – Two experiments examined the use of behavioral self-handicapping as a strategy for coping with stereotype threat. The use of self-handicapping in response to stereotype threat was examined in the context of sports where there are negative stereotypes about White athletes (Stone et al., 1997; Stone et al., 1999). It was predicted that if a sports test was framed as a measure of "natural athletic ability," White participants would feel threatened about confirming the negative stereo-type about poor White athleticism and would practice less before the test, as compared to control groups. The hypothesis was tested by replicating the procedures for the golf task reported by Stone et al. (1999), only in the current studies, participants were told they could practice on the first hole of the golf course for as long as they wanted before beginning the sports test. The data from Experiment 1 supported the prediction and showed that the effect of stereotype threat on self-handicapping was moderated by participants' level of psychological engagement in sports. Experiment 2 showed that engaged White participants practiced less before the test compared to engaged Hispanic participants when their performance was linked to their natural athletic ability. There was also evidence in Experiment 2 that practice effort was partially mediated by the accessibility of words related to poor athleticism. The discussion will focus on the processes by which the salience of a negative stereotype in a performance context induces proactive strategies for coping with the implications of a poor performance.

MEDIA IMAGES AND STEREOTYPE THREAT: HOW ACTIVATION OF CULTURAL STEREOTYPES CAN UNDERMINE WOMEN'S MATH PERFORMANCE *Steven Spencer; University of Waterloo* – In quantitative fields women must deal with stereotypes that allege that they have a sex-based inability in math creating a situational predicament, termed "stereotype threat," that can undermine women's enjoyment and performance in quantitative domains. In the present stud-ies we examine whether stereotypic media images can activate gender stereotypes and heighten stereotype threat and whether suppressing unwanted thoughts about poor performance and negative stereotypes mediates women's poor performance on math tests. In one set of studies men and women watched gender-stereotypic television commercials or control commercials. Exposure to the gender-stereotypic commercials led to the activation of gender stereotypes for both men and women. For women only, this activation of the stereotype led to underperformance on a math test in one study, avoidance of math items in favor of verbal items in another study, and avoidance of vocational options in which they were susceptible to stereotype threat (i.e., quantitative domains), in a third study. In a second set of studies, men and women took math tests under cognitive load or no cognitive load under conditions of high or low ste-reotype threat. Cognitive load led to hyperaccessibility of performance related thoughts and negative stereotypes about women, when women were under high stereotype threat, but not when they were under low

stereotype threat, suggesting that stereotype threat leads women to suppress unwanted thoughts about their performance and stereotypes about their gender. A subsequent study demonstrated that using a distracting thought could reduce the impact of stereotype threat and improve women's performance.

Session E4
Saturday, 11:45 am – 1:00 pm
Ballroom D, Hilton

CORE AFFECT: THEORY AND RESEARCH

Chairs: *Lisa Feldman Barrett and Jim Russell, Boston College*

Summary: Affect is a ubiquitous. It has been implicated in psychological processes from reflexes to attitudes to action to full blown emotions. In an attempt to develop a broad theory of affect, the concept of "core affect" (the neurophysiological state accessible as simply feeling good or bad, activated or enervated) was introduced, defined in relationship to a broad array of emotional phenomena, and placed at the cornerstone of a psychological constructivist theory of emotion (Russell & Feldman Barrett, 1999, JPSP; Russell, (in press, Psychological Review). This symposium will present empirical evidence that addresses the validity of the core affect concept. Chartrand will discuss various ways in which core affect can be activated subliminally. Russell offers data on the assumption that the activation dimension provides the intensity of pleasure and displeasure dimensions. Larsen presents an alternative to the view that the valence dimension is fundamental and provides experimental evidence that mixed feelings of pleasure and displeasure can be experienced simultaneously Feldman Barrett presents evidence on individual differences in the tendency to experience and represent core affective experiences of valence and activation. Each talk will last 15 minutes, leaving ample time for discussion and audience participation.

ABSTRACTS

MYSTERY MOODS: NONCONSCIOUS ACTIVATION OF CORE AFFECT *Tanya Chartrand; Ohio State University* – Core affective experience can be induced efficiently, outside of our awareness, intent, and control. As a result, we often feel good or bad in a general sense without knowing why. Several lines of research will be presented to demonstrate that subliminal presentation of stimuli to participants can yield robust changes in core affect (that is, individuals feel happy or sad without understanding the origin of this change), thereby providing support for the idea that lack of intentionality is one of core affect's defining features. The subliminal presentation of strongly valenced attitude objects (e.g., puppy, sunshine, war) leads to automatic evaluation of those words (e.g., Bargh, Chaiken, Govender, & Pratto, 1992), which in turn leads to the corresponding core affect experience. Subliminal presentation of significant others who represent strong emotional triggers for individuals has a similar effect on core affect. Taken together, these findings will demonstrate that core affect -- a generalized positive or negative feeling -- can be automatically activated in a number of ways, and is probably often triggered by nonconscious processes that involve the evaluative, perceptual, and motivational systems.

DOES ACTIVATION DETERMINE THE INTENSITY OF PLEASURE AND OF DISPLEASURE? *Jim Russell and Lisa Feldman Barrett, Boston College* – Valence and activation are a ubiquitous aspect of core affective experience that appear in all theories of emotion, and in many theories of social psychology more broadly. The definition of valence is fairly stable across various theories: it refers to the pleasant or unpleasant quality of affect. There is less agreement on the definition of activation, however.

Many researchers define activation as the intensity of pleasure and of displeasure, whereas others define it as a subjectively felt state, ranging from sleep (at the low end) through alertness, activation, and hyperactivation (at the high end). We evaluate these assumptions by examining 4 types of data (11 data sets in all) to show that the intensity of pleasure and displeasure is not empirically interchangable with reports of felt activation, and discuss the implications for our understanding of activation more broadly.

THE AGONY OF VICTORY AND THRILL OF DEFEAT: MIXED EMOTIONAL REACTIONS TO DISAPPOINTING WINS AND RELIEVING LOSSES *Jeff T. Larsen[1], A. Peter McGraw[2], Barbara A. Mellers[3], John T. Cacioppo[4]; [1]Texas Tech University, [2]Princeton University, [3]University of California, Berkeley; [4]University of Chicago* – An emerging question regarding core affect is whether pleasure and displeasure are always mutually exclusive (Russell & Carroll, 1999) or can be experienced simultaneously (Larsen, McGraw, & Cacioppo, 2001). Appraisal theorists have informed the study of core affect by tracing the conscious experience of emotion to valenced appraisals of stimuli. Ortony, Clore, and Collins (1988), for example, described how pleasure results not only from the occurrence of favorable outcomes, but also from the non-occurrence of unfavorable outcomes. Similarly, decision affect theory (Mellers, Schwartz, Ho, & Ritov, 1997) proposes that emotional reactions are, in part, a function of the utility of the obtained outcome and a comparison between the obtained outcome and salient unobtained outcomes. Consistent with DAT, Mellers et al. found that disappointing wins (i.e., wins that could have been better) and relieving losses (i.e., losses that could have been worse) elicit relatively middling ratings on bipolar measures of emotion. Though one set of possibilities holds that such outcomes elicit relatively neutral emotions or sequentially mixed feelings of positive and negative affect, Cacioppo and Berntson's (1994) evaluative space model allows for simultaneously mixed feelings. We conducted gambling experiments to examine patterns of positive and negative affect underlying emotional reactions to disappointing wins (e.g., win $5 instead of $12) and relieving losses (e.g., lose $5 instead of $12). Continuous, online unipolar measures of positive and negative affect indicated that disappointing wins and relieving losses can elicit simultaneously mixed feelings.

INDIVIDUAL DIFFERENCES IN CORE AFFECT *Lisa Feldman Barrett; Boston College* – Individuals differ a great deal in the extent to which they experience core affective feelings of valence (valence focus) and activation (arousal focus). I will present empirical evidence from several studies that valence focus is related to a general sensitivity and responsivity to both positive and negative information in the environment, whereas arousal focus is associated with the accessibility of discrete emotion concepts. Taken together, these findings suggest a way to understand the origins of individual differences in the experience of core affect.

Session E5
Saturday, 11:45 am – 1:00 pm
Studio 1/2, Sheraton

PSYCHOLOGICAL GROWTH AND DEFENSE: REGULATING MOTIVATIONS TO EXPAND AND PROTECT THE SELF

Chairs: *Kennon M. Sheldon and Jamie Arndt, University of Missouri, Columbia*

Discussant: *Tom Pyszczynski, University of Colorado, Colorado Springs*

Summary: Two dimensions that are often thought to form the core of

human social motivation are needs for enrichment and protection of the self. Discussion of the dynamics between the two forces can be traced from classic theory to an increasing amount of empirical attention in contemporary research. The question is perhaps particularly salient today as our world confronts tragic reminders of our vulnerability and fragility as well as ever-increasing opportunities for freedom and enrichment. In this symposium we will examine the interface between growth and defensive motivations through several different theoretical and empirical lenses. Michael Kernis and Brian Goldman will present an analysis of the multifaceted nature of self-esteem and explore the dimensions of positive self-regard that reflect stability and authenticity and those that promote rigidity and defensiveness. Jamie Arndt, Kennon Sheldon, and Clay Routledge will examine how needs to protect the self from the existential realities of the human condition affect creative behavior and its emotional consequences. E. Tory Higgins will provide an integrative perspective on the dispositional, situational, and cultural nature of self-regulation towards promotion or prevention and their pervasive effects on peoples' psychological landscape. Finally, serving as discussant, Tom Pyszczynski will offer a provocative juxtaposition of these theoretical perspectives, which are not often brought together. In so doing, the symposium hopes to reveal new and convergent insights on the interplay of psychological growth and defense, a broader perspective on what it means to be human, and the challenges and opportunities that confront our future.

ABSTRACTS

THE NATURE OF OPTIMAL SELF-ESTEEM AND ITS ROLE IN PSYCHOLOGICAL FUNCTIONING. *Michael H. Kernis, Brian M. Goldman; University of Georgia* — We will introduce a theoretical perspective on the nature of "optimal" self-esteem. High self-esteem may reflect positive feelings of self-worth that either are fragile or secure. Fragile high self-esteem has been portrayed extensively in the social and personality psychology literatures as positive feelings of self-worth that are vulnerable to threats and associated with many different types of defensive and self-enhancement strategies. A contrasting perspective characterizes high self-esteem as positive feelings of self-worth that are well anchored and secure, that are positively associated with a range of indices of psychological adjustment, and that are associated with the relative absence of defensiveness and self-aggrandizement. Recent evidence indicates that high self-esteem can vary in whether it is fragile or secure depending on the extent to which it is defensive or genuine, contingent or true, unstable or stable, and discrepant or congruent with implicit (nonconscious) feelings of self-worth. Optimal self-esteem reflects those qualities that characterize secure high self-esteem (i.e., it is genuine, true, stable, and congruent with implicit self-esteem). We will present findings from our research that support this conceptualization. In addition, we propose that authenticity as an individual difference construct may be particularly important in delineating the adaptive features of optimal self-esteem. Authenticity can be characterized as the unobstructed operation of one's true, or core, self in one's daily enterprise that is comprised of four components: awareness, unbiased processing, action, and relational orientation. Data pertaining to scale development and the relation of these components to aspects of psychological well-being will be presented.

THE TERROR OF CREATIVITY: AN EMPIRICAL EXISTENTIAL PERSPECTIVE ON MANAGING PSYCHOLOGICAL DEFENSE AND GROWTH. *Jamie Arndt, Kennon M. Sheldon, Clay Routledge; University of Missouri* — Until recently terror management theory has focused on psychological defenses against the awareness of death without considering their interface with growth oriented motivations. This talk will introduce an emerging research program that examines how needs for psychological defense engendered by reminders of mortality affect emotional consequences of, and propensities to engage in, creative

behavior, a domain often viewed as the hallmark of growth and individuation. Drawing from classic and contemporary theory, we posit people need to maintain a balance between the security of social connection and the uniqueness of personal expansion outside these protective confines. When existential defenses are needed, growth-related strivings can be psychologically problematic to the extent the individuation implied threatens the security of collective identification. However, with secure defenses in place or when directed toward bolstering social connectedness, growth-related behavior can be pursued with greater equanimity. A series of experimental studies will be presented that show that after mortality salience a) creative action leads to guilt and enhanced social projection, b) such effects can be attenuated by satiating connectedness motives, c) tasks that promote community orientation as opposed to self gain engender more creativity, d) creative thinking increases among individuals with secure attachments but decreases for individuals bereft of such attachments, and e) pursuing goals facilitating connection to others may confer greater psychological benefit than self-endorsed goals. Taken together, this research speaks to the interplay between psychological growth and defense and in so doing offers a broad perspective for understanding human motivation.

PROMOTION AND PREVENTION: LET ME COUNT THE WAYS
E. Tory Higgins; Columbia University — Some people have chronic promotion focus concerns with aspirations and accomplishments, with gains and nongains, whereas other people have chronic prevention focus concerns with safety and responsibilities, with non-losses and losses. The effects of individual differences in whether promotion or prevention dominates have fascinated psychological scientists and practitioners for decades. But the role of promotion and prevention in human experience goes beyond personality style effects. When considering the nature and consequences of promotion and prevention more generally, one needs to place them in a fuller context by recognizing the following: (a) people can be chronically high on both promotion and prevention (or low on both); (b) independent of strength of promotion or prevention, people vary in whether they do or do not have pride in their history of promotion or prevention success, and this has its own effects; (d) cultures vary in whether promotion or prevention is emphasized, which contributes to cultural style; (e) momentary situations can temporarily induce either a promotion or prevention focus, which has the same effects as personality differences on emotions, performance, problem-solving, and decision making. Promotion and prevention as self-regulatory concerns also need to be distinguished from eagerness and vigilance as strategic means of goal pursuit. Between these concerns and strategies, both regulatory fit (promotion/eagerness; prevention/vigilance) and non-fit (promotion/vigilance; prevention/eagerness) occurs in everyday life and have their own emotional and motivational effects. My paper will present research findings to illustrate the myriad ways in which promotion and prevention shape human experience.

Session E6
Saturday, 11:45 am – 1:00 pm
Studio 3/4, Sheraton

SEXUAL PREJUDICE AND HETEROSEXISM: CRITICAL CONSIDERATIONS ON PERPETRATORS AND TARGETS

Chair: *Matthew P. Paolucci, Pennsylvania State University*

Discussant: *Allen Omoto, Claremont Graduate University*

Summary: This symposium will present data relevant to a diverse array of issues critical to the study of sexual prejudice (also referred to as

heterosexism). It will highlight the potential for research in this area to inform and extend existing theories of prejudice, and will consider the substantial consequences of sexual prejudice for its targets. Speakers will consider the social psychological implications of gender differences in sexual prejudice (Herek), the seemingly non-prejudiced justifications that highly prejudiced heterosexual perceivers create to explain their anti-gay and anti-lesbian responding (Bodenhausen), and the compartmentalization of negative attitudes and egalitarian value endorsement (Paolucci). Turning attention to the target's perspective, the final talk will address the consequences of everyday experiences with heterosexism for the coping and self-esteem of gay men and lesbians (Swim). The session will conclude with a broader consideration of the status of research on sexual prejudice in mainstream social psychology and a discussion of why sexual prejudice warrants study as a distinct content area (Omoto).

ABSTRACTS

GENDER DIFFERENCES IN SEXUAL PREJUDICE *Gregory M. Herek; University of California, Davis* – National polls, laboratory experiments, and questionnaire studies with student samples have consistently revealed differences between heterosexual men and women in their attitudes toward gay people and toward some issues related to homosexuality. Using data from the author's own national telephone survey with a probability sample of US adults (N = 1,335) this paper will describe the nature and extent of those gender differences and will consider how they are related to the sex of the attitude object, i.e., gay men versus lesbians. The roles of various social psychological variables in predicting heterosexuals' attitudes will be considered. The implications of gender differences in response latencies and susceptibility to item order effects (heterosexual men's attitudes differ substantially depending on whether items about lesbians or gay men are asked first, whereas heterosexual women's attitudes are not affected by item order) will be discussed.

AVERSIVE HETEROSEXISM: IMPLICATIONS FOR PROGRESS IN THE PURSUIT OF GAY RIGHTS *Galen Bodenhausen; Northwestern University* – Acceptance of the abstract concept of equal rights for gay men and lesbians is often accompanied by lingering discomfort with homosexuality (cf. Gaertner & Dovidio, 1986). These conflicting reactions can lead to a shallow and inconsistent commitment to egalitarian principles with respect to gay men and lesbians even among otherwise liberal persons. Studies will be reported documenting that individuals who strongly endorse the abstract notion of gay rights but who also possess feelings of aversion and discomfort with respect to homosexual behavior tend to readily seize upon trivial bases for responding negatively in gay rights contexts, constructing justifications for resistance to gay rights that appear not to have any basis in prejudice. However, since it is only those individuals who possess relatively negative feelings toward homosexuality who use these justification for negative reactions, it is apparent that heterosexist biases are indeed playing an important role. These issues are addressed in contexts such as responses to gay rights policy initiatives as well as hiring discrimination against gay job candidates.

THE COMPARTMENTALIZATION OF ANTI-GAY PREJUDICE *Matthew P. Paolucci, Theresa K. Vescio; Penn State University* – Contemporary theories of racial prejudice posit a subtle form of prejudice that stems from the simultaneous existing of unacknowledged negative affect and conflicting strong egalitarian self-concepts (or value endorsement). While some prior work suggests that the primary tenants of these theories may provide the basis for a more general value based theory that speaks to prejudiced toward a variety of outgroups, the generalizability of these contemporary race theories to antigay prejudice is challenged in two ways. First, we note that attitudes toward lesbians and gay men are not subtle but blatant, extremely negative and primarily affect based. Second, we suggest that egalitarian value endorsement does not uniformly result

in reduced antigay prejudice. It is argued that most Americans possess a compartmentalized form of prejudice against lesbian women and gay men. Compartmentalized prejudice is a process whereby (1) egalitarian values influence the condemnation of discrimination and injustice in general, including injustice toward gay men and lesbian women in some situations, while (2) heterocentric beliefs simultaneously give rise to the expression of overt (and often hostile) antigay attitudes. These two structures coexist and are not perceived as being in conflict. Findings from several studies are presented in support of this argument.

STRESS AND THE EXPERIENCE OF EVERYDAY HETEROSEXISM *Janet K. Swim, Nick Pearson, Kristen Johnston; The Pennsylvania State University* – The present research was designed to better understand the experience of being a target of everyday heterosexism. Heterosexist hassles are defined as mundane comments or behaviors that reflect or communicate hostile, denigrating, or stigmatizing attitudes and beliefs about gay, lesbian, or bisexual individuals. Recently researchers have noted overlaps between research on stigma and research on stress (e.g., Miller, 2001) and more specifically research on heterosexism and minority stress (e.g., Myers, 1995). This research typically illustrates conceptual similarities between the two domains or the impact on discrimination on one aspect of the stress process (e.g., psychological outcomes). In contrast, the present research empirically tests whether the stress process (i.e., psychological processes, involving appraisal and coping responses, that result in the subjective experiences of stress) can aid in understanding unique qualities associated with heterosexist hassles. Using a daily diary format we find that heterosexist hassles differ from nonheterosexist hassles in terms of qualitative characteristics of the events (e.g., instigators of heterosexist hassles are more likely to be from people in more distant relationships) and appraisals of events (e.g., participants believe they must hold back responses more for heterosexist events). Moreover, as a result of differences in characteristics and appraisals, there are also differences in terms of coping responses to such events (e.g., less problem focused responses and more emotion focused responses). Finally, experiences with heterosexism influence group related outcomes (e.g., decreased public collective self-esteem and increased identity collective self-esteem.), but not personal outcomes (e.g., state self-esteem).

Session F1
Saturday, 4:00 – 5:15 pm
Ballroom A/B, Hilton

THE EXPULSION FROM DISNEYLAND: UNDERSTANDING THE PSYCHOLOGICAL IMPACT OF TERRORISM

Chair: *Linda J Skitka, University of Illinois, Chicago*

Discussant: *Philip E. Tetlock, University of California, Berkeley*

Summary: One observer noted that the American people "were expelled from Disneyland on September 11…" and that "for lifetimes to come, we [Americans] will not know a day of security from enemy attack on our homeland. The factors that protected us in the past—the ocean moat, non-involvement in the affairs of other peoples, nuclear deterrence—belong to the past." (Beatty, 2002). Indeed, the terrorist attacks are likely to have had an important and potentially long-lasting effect on the American psyche. The scholars in this symposium have each conducted important research to investigate the short and long-term psychological consequences of these events and use particularly powerful methodologies to do so. For example, each of these studies analyze data that was collected both in the immediate aftermath of Sept.

11 as well as during a period of time afterward. One presenter will report a linguistic analysis of diaries and randomly selected verbalizations sampled both before and after September 11th. The other three presenters will analyze data from national representative samples and use longitudinal panel designs to test social psychological hypotheses. These research efforts reveal that social psychological theory can do much to help understand the psychological impact of terrorism, and that research in real world contexts can do much to inform social psychological theorizing. Together, these efforts paint a vivid and complex portrait of the cognitive, emotional, behavioral, and social impact of terrorism on a people who thought they were largely immune from it.

ABSTRACTS

NATURALISTIC SOCIAL BEHAVIOR AND LANGUAGE USE FOLLOWING SEPTEMBER 11 *James W. Pennebaker, Matthias R. Mehl, Michael Cohn; The University of Texas at Austin* – Two overlapping projects tracked the behaviors and language use of participants from the days before 9/11 until several weeks afterwards. Data from 15 people who wore the EAR (a recording device that samples acoustic information for 30 seconds every 12 minutes) over a 2-week period was compared with natural online journal use of over 1000 adults who wrote at high rates in the months surrounding 9/11. Both projects demonstrated that 9/11 brought about profound short and long term social, emotional, and cognitive changes among participants. Socially, individuals tended to interact in dyads (rather than in groups) and, over the next several weeks, were much more socially engaged than in the days and weeks prior to 9/11. Emotionally, the 9/11 attacks provoked strong negative emotions. However, in the weeks following the attacks, people's moods became more positive and less negative than in the time prior to the attacks. Linguistic analyses of cognitive processes suggested that markers of complex cognitive processing were reduced for several weeks after the attacks. Implications for social theory, interventions, and public policy concerning terrorism will be addressed.

WITH MALICE TOWARD SOME AND CHARITY TOWARD OTHERS: SUPPORT FOR CIVIL LIBERTIES AND PSYCHOLOGICAL CLOSURE FOLLOWING SEPTEMBER 11 *Linda J. Skitka, Christopher Bauman, Elizabeth Mullen; University of Illinois at Chicago* – Building on a value protection model of reasoning we predicted that support for curtailing civil liberties and psychological closure following the September 11th terrorist attacks would vary as a function of not only fear and perceived threat, but also as a function of whether people expressed moral outrage (i.e., vengeful thoughts, feelings, and behaviors) or engaged in moral cleansing (i,e., thoughts, feelings and behaviors designed to bolster one's sense of moral order) after the terrorist attacks. Using a nationally representative sample (N = 550) and surveys at two different junctures (September 14 – October 2, 2002, and then approximately 4 months later) we observed the following: All effects of anger and fear at Time 1 on Time 2 support for civil liberties or psychological closure were mediated through moral outrage, moral cleansing, or perceived threat at Time 2. Fear had it strongest effect on perceived threat, which in turn predicted lower levels of political tolerance. Anger most strongly predicted moral outrage that in turn was associated with lower support for civil liberties. Both anger (-) and fear (+) were associated with higher levels of moral cleansing that in turn were associated with greater political tolerance and more post- 9/11 psychological closure. Taken together, results provided support for the value protection model prediction that a need to bolster and sustain a perception of moral order emerges as an important component of how people cope with acts of terrorism.

EFFECTS OF FEAR AND ANGER ON PERCEIVED RISKS OF TERRORISM: A NATIONAL FIELD EXPERIMENT *Jennifer S. Lerner, Roxana M. Gonzalez, Deborah A. Small, Baruch Fischhoff; Carnegie Mellon University* – The aftermath of September 11th highlights the need to understand how emotion affects citizens' responses to risk. It also provides an opportunity to test current theories of such effects. Based on appraisal-tendency theory (Lerner & Keltner, 2000, 2001), we predicted opposite effects for anger and fear on risk judgments and policy preferences. A two-part field experiment drew a nationally representative sample of Americans (N = 973, ages 13-88), matching Census figures on all major demographic benchmarks. Participants completed experimentally-embedded surveys via web-TVs in their own homes. At Time 1 (9/20/2001), participants completed state-anxiety and desire-for-vengeance scales. At Time 2 (11/10/2001), a computer algorithm randomly assigned participants to emotion-priming condition (fear or anger). The two-part manipulation included open-ended questions and an actual news clip, both pre-tested to evoke the target emotion. Dependent measures assessed risk perception and policy preferences. Risk scales differed in response mode (verbal, numeric); focal event (related to terrorism or not); and risk target (self, average American, U.S.). Consistent with predictions, fear increased risk estimates and plans for precautionary measures; anger did the opposite. These patterns appeared across all risk measures and with both experimentally-induced and naturally-occurring emotions. Males had less pessimistic risk estimates than females, emotion differences explaining 80% of the gender difference. No previous study has experimentally induced emotion in a national sample; few have used a topic so inherently salient that respondents already have strong beliefs. Results underscore the specificity and strength of emotion effects on risk perception and raise theoretical, methodological, and policy implications.

A NATIONAL LONGITUDINAL STUDY OF RESPONSES TO THE 9/11 ATTACKS: EARLY COPING RESPONSES PREDICT PSYCHOLOGICAL OUTCOMES *Roxane Cohen Silver[1], E. Alison Holman[1], Daniel N. McIntosh[2], Michael Poulin[1], and Virginia Gil-Rivas[1]; [1] University of California, Irvine, [2] University of Denver, Colorado* – Over the past six months, we have conducted a longitudinal investigation of early emotional, cognitive, and social responses to the terrorist attacks of September 11, 2001. Using an anonymous Web-based survey methodology, stress and coping data were collected from a national random sample of approximately 1200 individuals (with an over-sampling from 4 cities that have experienced community-based trauma – New York City, Oklahoma City, Miami, and Littleton, CO) at 9-14 days, two months, and six months post 9/11. Mental health and health care utilization data collected prior to 9/11 are available on most of these individuals. This presentation will describe levels of distress and PTSD symptomatology over time, the role of pre-9/11 mental health history, lifetime exposure to stressful events, severity of exposure or loss related to the 9/11 attacks, and demographic factors as predictors of distress and positive affect at each time point, and behavioral (i.e. coping strategy) predictors of distress at 2 and 6 months post 9/11. Overall, substantial effects of the 9/11 attacks continue to ripple throughout the country. Symptoms consistent with PTSD, while declining by mid-March, are still strikingly high outside NYC. In addition, there continues to be substantial anxiety about future terrorist attacks personally affecting respondents or someone close to them. Finally, the early use of several specific coping strategies, such as denial and "giving up", predicts heightened distress over time, while some coping strategies, such as using religion and support-seeking, are associated with higher levels of positive emotion over time.

RESPONSIVENESS TO NEED IN CLOSE RELATIONSHIPS

Chairs: *Brooke C. Feeney and Margaret S. Clark, Carnegie Mellon University*

Summary: Responding appropriately to a relationship partner's needs as they arise should be a key element of healthy, well-functioning relationships and should play an important role in promoting the personal well-being of the recipient. Although a variety of theories in the relationships and social support literatures speak to the issue of responsiveness to need (e.g., communal and exchange theory, attachment theory), this concept deserves more elaboration and investigation in both literatures. We still know surprisingly little about the specific ways in which responsiveness to need is demonstrated or elicited within the context of specific dyadic interactions, about the personal and relationship mechanisms that influence an individual's ability or desire to respond to a relationship partner's need, or about important consequences of responsiveness for personal and relationship well-being. By exploring responsiveness from a dynamic, relational perspective, the four talks in this symposium use a variety of research methodologies, samples, and theoretical frameworks to examine a number of research questions that have not been addressed in prior work. Margaret Clark will discuss the important role that expression of emotion plays in facilitating responsiveness to need and the development of intimacy. Jennifer Bartz will describe laboratory studies that identify individual differences in the use of communal (need-based) and exchange norms. Amy Schaffer will use a diary methodology to examine individual differences in the responsive provision of caregiving in everyday interactions between romantic partners. Finally, Brooke Feeney will discuss a type of responsiveness that involves supporting a partner's autonomous explorations, goal strivings, and personal growth.

ABSTRACTS

EXPRESSING EMOTION FACILITATES PARTNER RESPONSIVENESS AND RELATIONSHIP FORMATION *Margaret S. Clark, Steven Graham; Carnegie Mellon University* – Expressing emotions conveys one's needs not only to the self but also to relationship partners. Thus, open expression of emotions signals to one's partner that one trusts that partner and simultaneously provides the partner with information important to meeting one's needs. As such, we argue that willingness to express emotions (including negative emotions) should be important to forming and to maintaining close, communal, relationships with others. This idea was tested in two studies. In the first, students were contacted during the summer prior to their arrival at a residential college. They filled out measures of willingness to express emotions to others. Then, the development of their friendship networks over the course of their first semester was tracked. Students willing to express emotions formed more extensive and more intimate relationships with other students. They also had roommates who reported providing them with more help. In the second study, measures of willingness to express various emotions were administered to 108 married couples. Willingness to express emotion to one's spouse (but not willingness to express the same emotions to other people) was positively correlated with the communal strength of the relationship for both husbands and wives. Moreover, husbands' willingness to express sadness, fear and happiness was positively correlated with their wives independent reports of marital satisfaction.

ATTACHMENT GOALS AND COMMUNAL AND EXCHANGE NORMS *Jennifer Bartz, John Lydon; McGill University* – Although in theory individuals in close relationships use communal norms and acquaintances use exchange norms, attachment differences should moderate these associations. Avoidant individuals prefer to maintain a "safe distance" from their partner and consequently should approach close relationships with an exchange orientation. By comparison, anxious individuals desire closeness but are beset with fears of abandonment. These individuals should want to act communally to communicate their desire for closeness, but will need others to reciprocate their favors quickly as a sign of reassurance. Although they desire communal relationships, ironically, anxious-ambivalent individuals are forced into an exchange mode of vigilant record keeping because of their insecurity. Study 1 assessed the influence of chronic attachment on communal and exchange behaviors. Participants worked with a partner (confederate) on a task for a shared reward. Whether they used the same (communal) or different (exchange) colored pen as their partner was assessed. Whereas color choice was random for secure individuals, anxious individuals chose the same color pen and avoidant individuals chose a different colored pen from their partner. In study 2, participants were primed to think of a secure, avoidant or anxious-ambivalent attachment figure and imagined themselves in different social exchange scenarios. Whereas communal norms were used in secure relationships and exchange norms were used in avoidant relationships, individuals in anxious-ambivalent relationships used communal norms to communicate their desire for closeness but also placed importance on reciprocation.

PARTNER RESPONSIVENESS, CAREGIVING, AND ADULT ATTACHMENT IN EVERYDAY INTERACTIONS BETWEEN ROMANTIC PARTNERS *Amy Schaffer, Jean-Philippe Laurenceau; University of Miami* – An important next step for the field of close relationships is to examine how central constructs influence and overlap with each other. Towards this goal, the current study investigated a model integrating three fundamental relationship components: intimacy, adult attachment, and caregiving. We considered both a traditional conception of caregiving focusing on supportive behaviors in response to a partner's specific needs (traditional caregiving), as well as a broader conception of caregiving focusing on supportive behaviors in response to a partner's general need for interpersonal connection (partner responsiveness). We hypothesized that adult attachment would influence the process by which individuals provide and perceive both traditional caregiving and partner respoMnsiveness. We predicted that (1) attachment anxiety and avoidance would be linked to greater traditional caregiving and partner responsiveness; and (2) attachment would moderate the relationship between partner attempts at responsive caregiving and the perception of responsive caregiving. Both partners from 109 committed, romantic relationships completed global self-reports as well as a modified version of the Rochester Interaction Record after each interaction with their partner over a 2-week period. Hierarchical Linear Modeling revealed that individuals with higher attachment avoidance reported less traditional caregiving at a global level and less partner responsiveness on an interaction-by-interaction basis. Moreover, attachment predicted both traditional caregiving and partner responsiveness above and beyond the personality traits neuroticism and extraversion. Interestingly, females with higher attachment anxiety were more accurate in their perception of their partner's attempts at responsiveness on an interaction-by-interaction basis, suggesting that attachment can serve to increase empathic accuracy.

A SECURE BASE: THE RESPONSIVE SUPPORT OF GOAL STRIVINGS IN ADULT INTIMATE RELATIONSHIPS *Brooke C. Feeney; Carnegie Mellon University* – Most research that has been conducted in the social support literature has focused on one general type of support - comfort and assistance that is provided to another in stressful

situations - and has overlooked another important type of support - namely, the support of another's personal growth, goal strivings, and explorations. This study addresses a critical gap in the literature by examining the "secure base" function of caregiving in adult relationships. Specifically, this study investigates the ways that couple members support one another's autonomy, exploration, and self-growth while providing reassurance of future availability if needed - and the effects of this type of caregiving behavior (or lack thereof) on the relationship partner. Observational and experimental methodologies were used to test various aspects of an interpersonal model of support-seeking, caregiving, and exploration. First, couples completed questionnaires assessing personal and relationship characteristics. Then, couples were videotaped as they discussed the personal goals of one member of the couple. Immediately following the interaction, couple members reported their perceptions of the interaction, and immediate consequences of secure base caregiving behavior for the recipient were assessed (e.g., feelings of competency with regard to accomplishing goals). In the experimental phase of the study, caregiver intrusiveness (which indicates a lack of secure base caregiving) was manipulated in order to examine its effects on the recipient. Preliminary results reveal that a lack of responsive secure base caregiving (as observed and manipulated in the laboratory) was associated with negative outcomes for the recipient (e.g., fewer goal strivings, lower self-esteem and perceived competency).

Session F3
Saturday, 4:00 – 5:15 pm
Ballroom D, Hilton

RUMOR & GOSSIP: RECENT THEORY AND RESEARCH

Chair: *Nicholas DiFonzo, Rochester Institute of Technology*

Discussant: *Charles J Walker, St. Bonaventure University*

Summary: Rumor and gossip are topics with long histories in Social Psychology, and interest in these social communicative phenomena continues. The research presented in this symposium focuses on new directions in these areas, specifically with regard to the situational contexts of rumor transmission and the social functions of gossip. The first presentation shows that distrust uniquely predicts negative rumormongering activity, beyond feelings of anxiety and a sense of uncertainty. The remaining presentations relate research into the social-psychological functions of gossip (e.g., gossip to produce feelings of empowerment or to increase one's popularity, gossip to venerate or shame others, and gossip to influence others). The methodology of this work is diverse and includes diaries of communication episodes, content analysis of media and tabloid gossip, coded observations of natural conversations, and social network data analysis. These presentations bring into clearer focus the social and psychological nature of rumor and gossip communication activity.

ABSTRACTS

DISTRUST IS A KEY INGREDIENT IN NEGATIVE RUMOR TRANSMISSION *Nicholas DiFonzo[1], Prashant Bordia[2], Robert Winterkorn[1], [1]Rochester Institute of Technology, [2]University of Queensland* — Social Psychology's long tradition of rumor research has identified uncertainty and anxiety as key ingredients in rumor transmission. Consideration of the social and situational contexts of much rumor activity – that is, rumor activity as informal group hypothesis-testing when formal information is lacking – suggests that distrust of formal information sources leads to rumor activity. Distrust has been referred to in the rumor

transmission literature but not investigated. We propose the addition of distrust of formal information sources as unique predictor of transmission. In a longitudinal study of a company undergoing radical downsizing, monthly questionnaires were administered to employees in four waves. During this time period, negative rumors – rumors of dreaded future outcomes – abounded. Results indicated that distrust of the company predicted rumor transmission over and above anxiety and uncertainty. Results also showed that hearing rumors didn't reliably predict a decrease in trust, but that passing rumors did. Taken together, these findings suggest that distrust of formal communication sources is a major ingredient in negative rumor transmission.

TOO MUCH OF A BAD THING: THE CURVILINEAR RELATIONSHIP BETWEEN ANXIETY AND RUMOR TRANSMISSION *Mark Pezzo[1], John Yost[2]; [1]University of South Florida, [2]John Carroll University* — Rosnow (1991) concluded that four factors are linearly related to rumor transmission. As uncertainty, relevance, belief, and anxiety increase, so does the tendency to transmit the rumor to others. He noted, however, that in theory, anxiety should have a curvilinear relationship. Rumors causing moderate anxiety should be transmitted more than those producing extremely high or low anxiety. Past research, however, typically has not used rumors generating extreme anxiety levels. We present two studies concerning highly involving rumors about (a) violence and vandalism on campus, and (b) the death of a student. The first study measured topic-specific rather than rumor-specific anxiety. Results indicated a linear relationship between relevance and number of people told, and a curvilinear relationship between anxiety and number of people told. In the second study, the unexpected death of a student (from spinal meningitis) prompted a barrage of rumors. Students wrote down each rumor they heard concerning the incident, and then indicated: (a) total number of people they told (b) total number of transmission occasions (c) how anxious each rumor made them feel, (d) belief in rumor and (f) reason for transmission (seeking verification vs. informing others). Consistent with previous research, number of transmission occasions was positively correlated with both belief and anxiety. More important, however, was a significant curvilinear relationship between total number of people told and anxiety. Finally, there was a marginally significant tendency for those who felt greatest anxiety to transmit with the intent of verification rather than simply to inform others.

THE ROLE OF GOSSIP IN EVERYDAY LIFE *Holly Hom, Jonathan Haidt; University of Virginia* — What is gossip? Why do people do it? Two studies investigated this well-practiced, but publicly condemned phenomenon. In Study 1, the conditions under which talk is identified as gossip are assessed. Results revealed that a conversation is a prototypical example of gossip when: the target is not present; the discussion is negative in evaluative tone; gossipers have an established relationship with the target; the talk is idle; and is centered on a moral topic. In Study 2, participants recorded details and feelings about their every social interaction in a week-long diary study. Results reveal that when telling gossip, men are more likely than women to experience empowerment/popularity, a better understanding of behavioral standards, and more bonding with partners. Taken together, the findings propose many new things about a ubiquitous social phenomenon: they identify the features that make gossip juicy; allow us to eavesdrop on everyday conversations to see what people are gossiping about; describe how people feel when they hear and tell gossip; suggest why participation in an activity that is widely criticized might not be such a bad thing; explore the role of gossip in bringing some people closer together while tearing others apart; and improve our understanding of gossip's influence on the shaping of society's accepted standards of behavior and thought.

IF YOU CAN'T SAY SOMETHING GOOD, SAY SOMETHING BAD *Charles J. Walker; St. Bonaventure University* — Using previously collected data on gossip taken from self-reports of natural conversations,

coded observations of natural conversations, and content analyses of articles and columns in tabloids and legitimate press, the descriptive adequacy of a new "positive" theory of gossip was tested. This new theory suggests that an important, if not essential, function of gossip for individuals and groups is to monitor and manage social change (Walker & Struzyk, 1998; Walker & Johnson, 2001). These researchers propose that gossip has two negative expressions (shaming and envying), and two positive expressions (sympathizing and venerating). If this unconventional view of gossip is valid, the theory should adequately describe gossip culled from diverse sources. Results using chi-square analyses showed that the theory more adequately accounts for gossip in conversations and tabloids than it does for gossip appearing in legitimate newspapers. Whereas negative forms of gossip were prevalent in conversations, the opposite was seen in newspapers. Surprisingly, nearly equal amounts of positive and negative gossip appeared in tabloids. The theoretical implications of these results will be discussed.

GETTING AT GOSSIP: A STUDY USING A NEW INSTRUMENT AND SOCIAL NETWORK ANALYSIS *Eric K. Foster; Temple University* – Two approaches were used to gather data on gossiping behavior. A new gossip instrument (GI) measures gossip's social functions on four subscales: information, friendship, influence, and entertainment. Information and friendship scores were highest. However, a striking gender difference emerged on influence (replicating an earlier study): men scored higher ($t(44) = 2.90$, $p = .006$, $r = .40$). Reliability for the instrument is within acceptable ranges: α = .86 (subscales: .57 to .74), and rtest-retest = .70 (subscales: .64 to .77). Social network analysis (SNA) methods were also applied to explore the relationships between GI scores and contact frequency, advice seeking, close friendship, and gossip networks. For instance, those who reach more people in the gossip network within two steps were likely to score higher on the information subscale ($r = .46$, $p = .001$). Also, the denser the gossip network around an individual, the lower he or she is likely to score on the friendship function ($r = –.30$, $p = .04$). Advice seeking is weakly associated with the friendship and influence functions. SNA also brings the structure of a gossip network into relief. Instances of daily contact, for example, are related to the number of dyadic gossip ties ($r = .49$, $p = .001$), and more advice seeking is associated with gossip networks of larger size in general ($r = .51$, $p < .001$). The new GI and data from the social network provide fertile ground for exploring and theorizing about the social functions of gossip.

Session F4
Saturday, 4:00 – 5:15 pm
Studio 1/2, Sheraton

SELVES IN TIME

Chair: *Kathleen D. Vohs, University of Utah, Salt Lake City*

Summary: In past research, time has played a rather unspecified role in descriptions of psychological phenomena. The research included in this symposium highlights the importance of time as an integral dimension for understanding basic psychological processes. Yaacov Trope will discuss changes in levels of construal as a function of distant- versus near-future events. Trope's research demonstrates that distant-future decisions are predicted by central, superordinate self-guides and near-future decisions are predicted by secondary, subordinate self-guides. Brent Roberts will discuss the implications of incorporating time into the conceptualization of stability/change patterns in the study of personality. Evidence from multiple longitudinal studies reveals four patterns that emerge when time is formally modeled as part of experimental designs. Kathleen Vohs will discuss the subjective experience of time in self-regulatory endeavors. Vohs's data show that people perceive the length of time it takes to perform a regulatory task (relative to a non-regulatory task) as much longer, a misperception that leads to abandonment of self-control. Joe Forgas will present tests of a new model of spontaneous, homeostatic mood regulation strategies. These cognitive strategies work to change mood-congruent responses into mood-incongruent reactions with time. Last, Tim Wilson will discuss the errors in the anticipation of emotional experiences in future positive and negative events. He will then detail the two contrary processes, ordinization neglect and immune neglect, that transform people's actual experience of emotional events. Together, the work presented here demonstrates the effects of time in producing, amplifying, attenuating, and altering a variety of social and personality effects.

ABSTRACTS

TEMPORAL CONSTRUAL AND SELF-REGULATION *Yaacov Trope, New York University* – According to Construal Level Theory, people rely on more abstract representations, or high-level construals, of future situations when making decisions for the distant future than the near future. High-level construals consist of general, decontextualized features that convey the essence of information about future events, whereas low-level construals include more specific, contextual, and incidental details. Therefore, decisions regarding more distant future situations are more likely to be based on one's central, superordinate self-guides than on one's secondary, subordinate self-guides. Three sets of studies tested this prediction. The first set of studies examined temporal changes in the effects of goals on choice. These studies show that people's primary goals are more influential in guiding distant future decision, whereas their secondary goals are more influential in guiding near future decisions. The second set of studies focused on temporal changes in the attitude-intention relationship. We found that people's attitudes are more predictive of their behavioral intentions for distant future than near future situations. The third set of studies investigated temporal changes in the relationship between general values and choice. These studies show that people's primary values have greater influence on distant future choices, whereas their secondary values have greater influence on for the near future. Together these studies suggest that core aspects of one's self are more likely to be revealed in choices for the distant future, whereas peripheral aspects of the self are more likely to be revealed in choices for the more immediate future.

USING TIME TO UNDERSTAND PERSONS AND SITUATIONS *Brent W. Roberts; University of Illinois, Urbana-Champaign* – Although the concept of time is a formal assumption underlying much of personality and social psychology, it is seldom explicitly incorporated into studies with the intention of understanding its effect. I will draw upon data from multiple longitudinal studies to demonstrate four patterns only revealed by incorporating time into one's study design. First, both people and situations are far more consistent than typically assumed. For example, personality traits such as conscientiousness and work factors such as occupational attainment both demonstrate test-retest consistencies above .7 in middle age. Second, despite this high level of continuity, personality traits show systematic changes across the life course. For example, most people tend to become more agreeable, conscientious, and emotionally stable with age. Third, over even short periods of time individuals show unique patterns of change that are unsystematic. Specifically, a significant minority of individuals contradicts the general trends in personality development. Fourth, changes in social context can explain both systematic and unique patterns of change in personality traits across the life course. For example, experiences in marital and work contexts are associated with increases in conscientiousness and emotional stability across the life course. I will end with a discussion of how assumptions about time bias researchers from personality and social psychology to choose

study designs and statistics that support their preconceptions about the stability/changeability of human behavior.

THE SUBJECTIVE EXPERIENCE OF TIME: IMPLICATIONS FOR SELF-REGULATION FAILURE *Kathleen D. Vohs[1], Brandon J. Schmeichel[2], [1]University of Utah, Salt Lake City, [2] Case Western Reserve University* – In four studies, we predicted and found that subjective experience of time has important implications for self-regulatory behavior. The resource model of self-regulation conceptualizes effortful self-regulation as governed by a global — but limited — resource. Consequently, when this resource is depleted by prior acts of self-control, subsequent self-control abilities are compromised. Across four studies, we examined the relationship between self-regulatory resource depletion and subjective time experience. Self-regulatory behaviors were judged to take longer than they actually did and also longer than non-regulatory behaviors of the same duration. Elongated time perception led to abandonment of subsequent self-regulatory behavior. For example, we found that resource-depleted participants estimated that they had persisted longer, but in actuality had persisted less than non-depleted participants. Furthermore, we found that overestimations of time perception statistically mediated the link between prior self-regulatory efforts and subsequent self-regulatory failure. Additionally, we found that effects of self-regulatory exertion on time perception and subsequent self-regulation were distinct from attentional states and other factors that alter the experience of time. Thus, resource depletion appears to foster a perception of time passing slowly, and this (mis)perception contributes to self-regulation failure. This research advances the self-regulatory resource model by demonstrating an internal psychological process that may account for the detrimental effect of resource depletion on continued self-regulation. The experience of an "extended now" by people who are momentarily low in regulatory resources may hasten their decision to succumb to impulses and forego further efforts at self-control.

TIME HEALS ALL? EVIDENCE FOR THE ROLE OF HOMEOSTATIC COGNITIVE STRATEGIES IN MOOD REGULATION OVER TIME *Joseph P. Forgas[1], Joseph V. Ciarrochi[2], [1]University of New South Wales, Sydney, Australia, [2]University of Wollongong, New South Wales, Australia* – How do people manage to achieve and maintain a relatively stable affective equilibrium over time, despite the manifold influences that impact our emotional states every day? More precisely, what are the spontaneous cognitive strategies that allow people to manage their daily mood fluctuations within reasonable limits? Despite intense recent interest in affective phenomena, past research has only looked at the immediate, short-term consequences of affective states, whereas the effects of time on the management of affective states have rarely been studied. This talk will describe a cognitive theory of spontaneous mood management over time. This new model describes people's reliance on unconscious and automatic shifts in information processing strategies to accentuate or attenuate the influence of their affective states. In three experiments, we evaluated the temporal sequence of positivity and negativity in social responses by people who received an initial positive and negative mood induction. Following different mood manipulations, participants performed three kinds of serial social tasks: they generated person descriptions (Experiment 1), completed trait words (Experiment 2), or produced a series of self-descriptions (Experiment 3). Results were consistent with the operation of a spontaneous, homeostatic mood management mechanism, whereby initially mood-congruent responses were spontaneously reversed and then replaced with mood-incongruent reactions over time. The implications of these results for recent affect-cognition theorizing and for our understanding of people's everyday mood management strategies will be discussed.

PREDICTING FUTURE SELVES: UNDERESTIMATING OF SENSE MAKING PROCESSES *Timothy D. Wilson, University of Virginia, Charlottesville; Daniel T. Gilbert, Harvard University* – People often commit an impact bias, whereby they overestimate the intensity and duration of their emotional reactions to future events. For example, in a study of the 2000 United States presidential election, we found that Democrats overestimated their degree of unhappiness and Republicans overestimated their degree of happiness when the election was decided in George Bush's favor. One cause of the impact bias is that people do not anticipate the ways in which they will transform an event psychologically once it occurs. When the event is negative, people fail to anticipate the extent to which their psychological immune systems will be triggered and ameliorate their unhappiness (a phenomenon we have called immune neglect). When the event is positive, people fail to anticipate the extent to which they will make sense of the event by assimilating it to their prior knowledge structures or accommodating their knowledge structures, turning an exciting, novel event into an unexciting, ordinary one (a phenomenon we have called ordinization neglect). We will present evidence consistent with these hypotheses and explore their implications. For example, if people inevitably make sense of positive events in ways that rob them of their emotional power, then it should be possible to prolong pleasure by preventing people from making sense of them.

Session F5
Saturday, 4:00 – 5:15 pm
Studio 3/4, Sheraton

DEFENSIVE ZEAL AND SELF-AFFIRMATION: WHY DO PEOPLE GO TO EXTREMES?

Chairs: Ian McGregor[1] and Philip E. Tetlock[2], [1]York University, [2]University of California, Berkeley

Summary: Research using diverse methods indicates that people respond to various self-threats with defensive conviction, pride, and hostility. Self-affirmation research demonstrates that people are less defensive after threats if first given a chance to affirm their core values or worth. This symposium brings together research on defensiveness and self-affirmation to highlight that both phenomena involve direct or indirect assertions of self-worth or values that may serve to decrease threat-accessibility. Schimel and Arndt's results indicate that negative personality feedback causes defensive projection of negative traits onto others, and apparent repression of the negative information. Also, writing about valued personal characteristics after a self-threat reduces defensiveness and repression. Cohen and Sherman each demonstrate that participants are less closed-minded than usual and more willing to consider information that threatens their identity or worth if they have first had a chance to express their personal values. Tetlock presents research indicating that merely considering value-inconsistent perspectives causes people to react with moral outrage against targets portrayed as sympathetic to the offending perspectives. Exposure to value-inconsistent perspectives also increases value-consistent behavioral intentions. McGregor and Haji report that self-worth and uncertainty threats cause intergroup bias and defensive conviction. Also, expressions of conviction and pride decrease subjective importance and accessibility of threats. Together, the research presented in this symposium suggests that defenses and self-affirmations that involve expression of personal value or worth may preserve self-perceived self-integrity by crowding threatening thoughts out of awareness.

ABSTRACTS

MOTIVATED ZEAL, DEFENSIVE PROJECTION, AND THE BENEFITS OF AFFIRMING THE INTRINSIC SELF *Jeff Schimel[1], Jamie Arndt[2]; [1]University of Alberta, [2]University of Missouri* – Four studies support the hypothesis that defenses function to reduce awareness of nega-

tive thoughts about the self. Two studies investigated whether defensive projection facilitates repression of one's threatening characteristics. Study 1 participants received false feedback that they were high or low in repressed anger and were allowed to rate an ambiguous target on anger or not. Participants who were given high (vs. low) anger feedback rated the target especially high on anger. Participants who received high anger feedback and who were allowed to project their anger had the lowest anger accessibility on a word completion exercise. Study 2 replicated Study 1 using a different trait (dishonesty) and a direct measure of repression (self-attributions of dishonesty). Two additional studies examined whether affirming the self would reduce efforts to repress threatening cognitions. Study 3 participants wrote about either their core self-characteristics or their achievements to an evaluative other and received either affirming or no feedback. Participants who revealed their core self without affirming feedback had the lowest accessibility of social rejection thoughts, however affirming feedback increased their accessibility to that of participants in the other conditions. Study 4 participants affirmed themselves intrinsically, extrinsically, or not at all prior to a threatening serial subtraction task. Intrinsically affirmed participants made less self-handicapping attributions concerning their future performance and performed better on the cognitive task than participants in other conditions. Discussion focuses on conceptual refinements concerning defensive projection and self-affirmation.

WHEN BELIEFS YIELD TO EVIDENCE: REDUCING DEFENSIVE RESISTANCE TO PERSUASION BY AFFIRMING THE SELF *Geoffrey L. Cohen; Yale University* — Our research begins with the premise that beliefs can constitute sources of identity and that, as such, they may be given up only with great reluctance. In three studies of social-political conflicts, ranging from the debate over capital punishment to dispute over the war in Afghanistan, we demonstrated that defensive resistance to persuasive information arises, in part, from the threat that such information poses to partisans' sense of identity. In each study, people were shown to be more open to evidence that challenged the validity of their beliefs when alternative sources of identity were affirmed. Self-affirmed individuals were less biased not only in response to counter-attitudinal evidence, but also in response to pro-attitudinal evidence: Compared with non-affirmed participants, self-affirmed participants were more likely to scrutinize for fault information consistent with their convictions. Thought-listing measures indicated that the effect of affirmation on attitude change was mediated by a decrease in biased systematic processing (Chaiken & Maheswaran, 1994). The effects of affirmation, moreover, occurred only in contexts where partisans' social-political identity had been made salient rather than non-salient. The author suggests that responses to persuasion are at times based on motivations to protect a valued identity. Self-affirmations, by assuaging these motivations, allow people to evaluate evidence on the basis of its merits rather than its correspondence with long-held beliefs.

ACCEPTING THREATENING HEALTH INFORMATION: SELF-AFFIRMATION AND THE REDUCTION OF DEFENSIVE BIASES *David Sherman; University of California, Los Angeles* — Why do people persist in maladaptive health behavior even when persuasive information recommends change? Defensive responses to health information, an instance of closed-mindedness, are driven, in large part, by a fundamental motivation to protect the perceived worth and integrity of the self. The present research shall examine the effect of self-affirmation on reducing these defensive responses. One set of studies will demonstrate that people respond to health information in a less defensive and more open-minded manner when their self-worth is affirmed. Self-affirmed individuals are more likely to accept information that they would otherwise view as threatening, and subsequently to change their assessments of personal risk as well as their health behavior in a desirable fashion. By demonstrating that self-affirming activities can reduce defensive responses, the present research suggests the motivational origin of such closed-minded responses. This closed-mindedness to useful but threaten-

ing information may help individuals maintain self-worth, but could prove costly and maladaptive when it leads people to avoid information from which they could otherwise benefit.

SACRED VALUE PROTECTION: MORAL OUTRAGE AND MORAL CLEANSING *Philip E. Tetlock; University of California, Berkeley* — The sacred value protection model relies on the metaphor of people as intuitive moralist-theologians engaged in a struggle to protect their private selves and public identities from moral contamination by impure thoughts and deeds. Within this framework, rigidity, characterized by righteous indignation and blanket refusal to contemplate certain thoughts, is essential for resolutely reasserting the identification of self with the collective moral order (cf. Durkheim, 1925/1976). Five experiments demonstrate that merely entertaining various hypothetical thoughts that imply contradictions of one's sacred values can cause moral outrage and moral cleansing. Moral outrage involves hostility toward individuals who endorse or tolerate value-threatening thoughts. Moral cleansing involves reaffirmation of one's contaminated values by heightening expressed intention to act in accord with them. In one study, liberals who had been led to entertain value-threatening (racist) thoughts not only increased their expressed intention to attend an equality rally and African-American cultural events, but also expressed heightened prosocial intentions on issues unrelated to the equality issue. This is consistent with the self-affirmation theory notion of fluid compensation – that self-repair does not have to occur in the domain of the threat. Less consistent with self-affirmation theory, however, there was evidence of an "overkill" response. Even after having a chance to express moral outrage in the face of value-contaminating thoughts, participants still engaged in moral cleansing.

CONVICTION AND ZEAL APPEAL: ESCAPING FROM SELF-THREATS BY GOING TO EXTREMES *Ian McGregor, Reeshma Haji; York University, Toronto* — Interpersonal and intergroup conflicts seem to be sustained and inflamed by opponents' belligerent conviction and extremism, and by their exchange of symbolic and concrete self-threats. The present research investigates whether self-threats cause defensive conviction and zeal, and whether conviction and zeal reduce subjective importance and accessibility to awareness of threatening thoughts. In Study 1, Canadian undergraduates responded to self-threats with more extreme conviction and zeal about Canada and more extreme negativity about Islam. Some of these responses were moderated by personal need for structure. In Studies 2 and 3, expressions of conviction about personal opinions and values decreased subjective importance and accessibility to awareness of unrelated threats. In Study 4, expressions of personal pride and esteem had the same effect. Results are interpreted from the perspective of Freud's description of repression. Freud proposed that repression is accomplished by occupying one's mind with an "excessively intense train of thought… the reactive thought keeps the objectionable one under repression by means of a certain surplus of intensity." Conviction and extremism may be reflexive and rewarding responses to conflicts because they help mask the associated threats. As such they may be personally rewarding, even as they sustain and exacerbate the eliciting threats.

Session F6
Saturday, 4:00 – 5:15 pm
Terrace Room, Sheraton

FROM FEAR TO FORGIVENESS: UNDERSTANDING THE EMOTIONAL AND BEHAVIORAL COMPLEXITY IN INTERGROUP CONFLICT

Chairs: *Toni Schmader[1] and Brian Lickel[2], [1]University of Arizona, [2]University of Southern California*

Summary: When we think of intergroup conflict, the emotions that typically come to mind are anger and hostility, but the nature of intergroup relations is much richer and can also include fear, disgust, sadness, shame, guilt, and forgiveness. In this symposium, we highlight some of the complexity of the emotional reactions that guide intergroup relations in four separate talks. Cottrell and Neuberg explore the idea that conflict between different types of groups might involve different emotional reactions depending on the nature of the threat those groups pose to one another. The remaining talks focus on specific emotional and behavioral reactions of interest and highlight the role of group variables such as entitativity, interdependence, essentiality, and categorization in moderating these emotional responses. Lickel and colleagues examine the emotions that guide retaliation after a member of one's group is harmed by an outgroup. On the other side of the conflict, Schmader and colleagues examine when individuals might feel guilty or ashamed of their ingroup's role in creating intergroup conflict. Finally, in contrast to retaliation, when does a harmed group respond with forgiveness? The role of inclusive categorization in promoting reconciliation between conflicting groups will be addressed by Wohl and Branscomb. In addition to providing new theoretical perspectives on intergroup emotion, all four of these presentations will include new data that speak to the emotional and behavioral complexity of intergroup conflict.

ABSTRACTS

FROM PATTERNS OF THREAT TO PATTERNS OF BEHAVIOR: CAPTURING THE COMPLEXITY OF INTERGROUP INTERACTION *Catherine A. Cottrell, Steven L. Neuberg; Arizona State University* — Existing psychological theories of intergroup relations cannot adequately explain or predict the qualitatively diverse ways in which members of differing groups feel toward and interact with one another. In what ways, we may ask, are encounters between African Americans and European Americans similar to and different from encounters between African Americans and Mexican Americans, between European Americans and Mexican Americans, or between fundamentalist Christians and activist feminists? Traditional views of intergroup relations are unable to provide theoretically grounded answers to such questions. In contrast, we believe that our biocultural approach to intragroup and intergroup processes (Neuberg, Smith, & Asher, 2000; Neuberg & Cottrell, 2002) better captures the rich texture of people's emotional and behavioral responses to members of other groups. According to this approach, individuals are attuned to specific threats to ingroup resources and social structures, and these threats evoke functionally distinct emotions and action tendencies. Because of qualitatively distinct historical and contemporary interdependencies among different groups, and the different patterns of threat and opportunity these groups are therefore perceived as affording one another, patterns of intergroup emotion and interaction should depend greatly on the particular groups involved. We present data bearing on these hypotheses with respect to a wide range of social and ethnic groups (e.g., European Americans, African Americans, Mexican Americans, fundamentalist Christians, activist feminists), illustrating the ability of our theoretical framework to account for the rich diversity of intergroup feelings and social interaction patterns that exist as members of different groups encounter one another.

THE ROLES OF ENTITATIVITY AND GROUP-BASED EMOTION IN COLLECTIVE RETALIATION *Brian Lickel, Doug Stenstrom, Norman Miller; University of Southern California* — Writings on intergroup relations often stress the conflictual nature of intergroup settings. However, little research on intergroup relations examines aggressive conflict and the processes that influence cycles of retribution between groups. In this talk, we will discuss a theoretical framework for collective retaliation that integrates research on entitativity, aggression, and group-based emotion. We will also discuss a study examining people's reports of instances in which a member or members of an outgroup harmed a member of their ingroup (but in which participants themselves were not directly harmed.) After describing this incident in a written narrative, participants then completed a battery of questions concerning their cognitive and emotional reactions to the event and their perceptions of the ingroup and outgroup involved in the event. Analyses of participants' open-ended responses and their appraisals of the event indicated two distinct motivational responses following intergroup incidents in which a fellow ingroup member was harmed. These motivational responses (comforting the harmed ingroup member and retaliating against the outgroup that harmed the ingroup) were predicted by distinct emotional and cognitive variables. Anger in response to the event uniquely predicted motivation to retaliate, whereas sadness predicted motivation to comfort the harmed ingroup member. Both the entitativity of the outgroup and participant's identification with the ingroup predicted motivation to retaliate against the outgroup, whereas only identification with the ingroup predicted motivation to comfort the ingroup member.

COLLECTIVE GUILT AND COLLECTIVE SHAME FOR THE INGROUP'S ROLE IN CONFLICT *Toni Schmader[1], Marchelle Barquissau[1], Michael Johns[1], Brian Lickel[2]; [1]The University of Arizona, [2]University of Southern California* — Whereas the preceding talk examined people's emotional reactions to the wrongs committed by outgroup members against one's ingroup, in this talk we address people's emotional reactions to the wrongs committed by ingroup members against an outgroup. Some theorists have addressed issues of collective guilt, pondering for example, the emotional reactions that White Americans have to their country's past history of slavery. Our model maintains that if we are interested in predicting behavioral responses that people have toward an outgroup as a result of an ingroup member's transgressions, we must distinguish between collective guilt and collective shame because the former may elicit an approach motivation whereas the latter may elicit an avoidance motivation. We will present a model along with supporting evidence that suggests two distinct profiles for collective shame and guilt that include the group association that exacerbates that emotion and the corresponding behavioral response that is motivated. Individuals are more likely to feel collective guilt for a group member's misdeeds to the extent that their ingroup is seen as behaviorally interdependent. These feelings of collective guilt predict a desire to make reparations. In contrast, individuals are more likely to feel collective shame for a group member's misdeeds to the extent that their ingroup is seen as possessing an essentialized quality. These feelings of collective shame predict a desire to distance oneself from the group. Data will be presented to support this model including an experiment examining White Americans' feelings of collective shame for an incident of racial prejudice.

PROMOTING FORGIVENESS AND REDUCING COLLECTIVE GUILT ASSIGNMENT: REACTIONS BY HISTORICALLY VICTIMIZED GROUPS TO THEIR PERPETRATOR GROUP *Michael Wohl[1], Nyla R. Branscombe[2];[1]University of Alberta, [2]University of Kansas* — We examine the role of categorization in the assignment of collective guilt to contemporary members of a historical perpetrator group. Specifically, the impact of shifts in level of categorization for reductions in collective guilt assignment and increases in intergroup forgiveness were investigated. We predicted and found that increasing levels of inclusiveness--from the intergroup to more inclusive human level--leads to greater forgiveness of the historical perpetrator group and decreased collective guilt assignment. Evidence with Jewish Americans and Native Canadians that human level categorization results in greater perceived similarity between the ingroup and outgroup than does categorization at the intergroup level, and that this in turn leads to a greater willingness to forgive Germans and White Canadians as well as reduced collective guilt to these respective perpetrator groups was obtained. Discussion focuses on obstacles that are likely to be encountered on the road to reconciliation between historically victimized and perpetrating social groups.

Poster Abstracts

A1

THE INFLUENCE OF PARENTAL RACIAL ATTITUDES ON CHILDREN'S AUTOMATIC RACIAL PREJUDICE *Liz Dunn[1], Stacey Sinclair[1], Brian Lowery[2]; [1]University of Virginia, [2]Stanford University* — Although many researchers assume that automatic racial attitudes are developed via exposure to prejudicial socializing agents (e.g. parents, peers, the media) starting in childhood (Devine, 1989), no published research has examined automatic attitudes in children. The experiment to be discussed examined the effect of one socializing agent - parents - on children's automatic racial prejudice. According to Allport (1954), transmission of prejudice from parent to child occurs to the extent that the child is identified with (i.e. is attached to, wants to be like) her parents. Based on this assertion, we predicted that the correlation between parents' racial attitudes and their children's automatic racial prejudice would depend on the extent to which children identified with their parents. Fourth and fifth-grade children completed the Black/White Implicit Association Test and a survey that included items assessing identification with their parents. Parents completed a survey that measured their attitudes toward Blacks. As predicted, we found a clear relationship between parents' prejudice and children's automatic prejudice among children who were highly identified with their parents, while no such relationship emerged among children who did not identify strongly with their parents. Furthermore, children who exhibited higher automatic prejudice on the IAT reported being friends with a lower proportion of the Black students in their class, suggesting a mechanism by which parents exert continued, indirect, influence on their child's racial attitudes. Overall, this study shows that automatic racial prejudice affects, and is affected by, one's interpersonal relationships.

A2

EMOTIONAL GRANULARITY: REPRESENTING EMOTIONAL EXPERIENCES WITH PRECISION AND SPECIFICITY *Michele M. Tugade, Lisa Feldman Barrett; Boston College* — We introduce the construct of *emotional granularity*, which is defined as the tendency to characterize one's feelings with specificity, using discrete emotion labels, rather than referring to more global feeling states (Feldman, 1995; Feldman Barrett, 1998). Greater emotional granularity should be associated with the ability to represent complex emotional responses in oneself and in others, consequently fostering a broader repertoire of behavioral and coping responses. In this study, we examine individual differences in both positive and negative emotional granularity and their associations with emotion regulation. Participants (N = 130; 53% female) took part in an experience-sampling study, in which they used palm top computers to report on their emotional experience randomly, multiple times per day, for several weeks. Indices of emotional granularity were calculated idiographically from these online reports. In addition, participants completed self-report measures of emotion regulation (COPE Inventory, Carver, Scheier, & Weintraub, 1989; Rational-Experiential Inventory, Epstein, Pacini, Denes-Raj, & Heier, 1996). Findings indicate that positive and negative emotional granularity are associated with several factors relevant to self-regulation, demonstrating that discrete emotion concepts provide a wealth of information regarding the behavioral repertoire for dealing with the experience and coping with the larger situation. Implications for research on emotional complexity and self-regulation are discussed.

A3

MEDIATING EFFECTS OF RACE AND SEXUAL ORIENTATION ON ATTRACTIVENESS RATINGS - THE "GAY PRETTY-BOY STEREOTYPE" REVISITED *Eric Clausell; City College, CUNY* — Social psychologists have often studied both racism and heterosexism, but rarely attended to their intersection. Yet queer theorists of color have argued that studies of sexuality and heterosexism should be situated in terms of race and ethnicity. The present study investigates how the positive stereotype that gay men are physically attractive (i.e., the 'gay pretty boy' stereotype, c.f., Innala & Ernulf, 1994) is affected by targets' and participants' ethnicities. 126 white students and 74 students of color were presented with a target who was described as a male model who was described as either gay or straight. The target was identified as either White or Black by means of a photo. Participants rated target's attractiveness and completed the six modern racism items (McConahay & Hough, 1976) and five short form attitudes toward gay men items (Herek, 1994). White participants applied the 'gay pretty boy' stereotype, but only to the White model. Participants of color also applied this stereotype, but only to the Black model. Participants with more tolerant attitudes to gay men applied rated gay targets of their own groups as more attractive, but these attitudes did not affect participants' ratings of targets' from other ethnic groups. Finally, high modern racism White participants rated the Black gay model, but not the Black straight model as less attractive. These findings suggest that positive stereotypes of gay men may be limited to ethnic in-group members and that White heterosexual's stereotyping of Black gay men is shaped more by modern racism than by heterosexism.

A4

THE ROLE OF CONTINGENT SELF-ESTEEM IN RESPONSES TO APPEARANCE-RELATED UPWARD COMPARISONS *Heather Patrick[1], Clayton Neighbors[2], C. Raymond Knee[1]; [1]University of Houston, [2]North Dakota State University* — Both empirical evidence and conventional wisdom suggest that social comparisons play an important role in the formation, maintenance, and decline of body esteem. We believe contingent self-esteem (CSE) is an important moderator in the link between appearance-related comparisons and body dissatisfaction. Women who base their self-worth on contingencies are more likely to base their self-worth on things like cultural standards of physical beauty and thus be more adversely affected by social comparisons, particularly when they have negative self-perceptions of attractiveness. Two studies examined CSE and responses to social comparisons. In Study 1, women were randomly assigned to rate (1) models in a series of advertisements from popular women's magazines or (2) the quality of the advertisements in which these models appeared. Women in both conditions who were higher in CSE and lower in self-perceptions of attractiveness experienced greater decreases in positive affect and greater increases in negative affect following the ad-rating task. Study 2 employed an event-contingent diary recording procedure in which women recorded all appearance-related comparisons made over a 10-day period. Results supported a mediation model in which women who were higher in CSE felt worse after social comparisons because they made primarily upward comparisons. Overall, results suggest that appearance-related comparisons are more distressing for those who base their self-worth on contingencies and have lower self-perceptions of attractiveness.

A5
EGO-INVOLVEMENT, TASK DEMAND, AND THE INTENSITY OF MOTIVATION: EFFECTS ON EFFORT-RELATED CARDIOVASCULAR RESPONSE *Guido H.E. Gendolla, Michael Richter; University of Erlangen, Germany* – The study of the motivational implications of ego- involvement has a long tradition in psychological research. An old question is if the mobilization of resources to accomplish goals under ego-involvement follows the same principles as effort mobilization in the pursuit of other more concrete goals, like material incentive. Based on a recent application of Brehm's theory of motivation (e.g., Brehm & Self, 1989) to performance settings that have direct implications for the performer's self (Gendolla, in press), two experiments quantified effort mobilization as performance-related cardiovascular response and found that effort under ego-involvement is mobilized proportionally to the extent of demand. Only when task difficulty is unclear, people mobilize resources proportional to the worth of success, which is relatively high under ego-involvement. Experiment 1 (go/no task) involved unfixed ("do-your-best") and easy difficulty conditions under low vs. high ego- involvement. As expected, cardiovascular reactivity in the ego-involvement/unfixed cell was significantly stronger than in the remaining three cells, which did not differ from one another. Experiment 2 (memory task) found that effort only increased over 3 levels of fixed task difficulty when ego- involvement was high and that unfixed and high fixed difficulty elicited equally high effort. Both studies found associations between cardiovascular response and achievement. The results are not explicable as reflecting emotional states and clarify previous findings and assumptions about ego-involvement and the intensity of motivation.

A6
I KNOW WHAT YOU KNOW: EFFECTS OF KNOWLEDGE ESTIMATION ON MESSAGE CONSTRUCTION AND COMPREHENSION *Ivy Yee-man Lau, Chi-yue Chiu, Victoria Wai-lan Yeung; The University of Hong Kong* – Communication requires message formulation and comprehension. A series of studies demonstrated the important role played by knowledge estimation in the communication process. In two experiments, it was found that participants' estimation of the relative distribution of knowledge of landmarks corresponded impressively with the actual distribution. Furthermore, the estimated knowledge predicted the length of the descriptions of and the frequency of naming the landmarks. In two other experiments, it was found that participants were accurate in estimating the relative distribution of judgment on the directness (indirectness) of an utterance. In addition, participants who estimated that their own directness judgment would not be in agreement with the majority of other participants took longer to make the corresponding directness ratings. These results are discussed with reference to the role of knowledge estimation in communication.

A7
WHOSE SELF IS IT ANYWAY? SELF-ASPECT CONTROL AND THE SELF-COMPLEXITY BUFFERING HYPOTHESIS *Allen R. McConnell, Sharin P. Green, Marika J. Lamoreaux, Carrie E. Hall, Robert J. Rydell; Miami University* – Greater self-complexity refers to the extent that one's self-concept is comprised of many and relatively differentiated self-aspects (e.g., roles, relationships). Although some research has found that those greater in self-complexity fare better physically (e.g., fewer illnesses) and psychologically (e.g., less depression) when experiencing stress, other research has reported a contradictory pattern of data (e.g., greater self-complexity predicts greater depression). In the current work, we replicated this latter finding (Studies 1 and 2), and we found support for a moderating variable, self-aspect control. Specifically, for those who had relatively little control over their self-aspects, being greater in self-complexity predicted worse physical and psychological outcomes. This interaction persisted even after controlling for the positivity of one's self-aspects. Study 2 tested alternative explanations (e.g., depressive attribu-tional style, causal uncertainty) and supported an interpretation that perceptions of control over one's multiple selves, in particular, moderated the relation between self-complexity and well-being. The current work suggests important boundary conditions for the self-complexity buffering hypothesis, and it suggests that the relations between perceptions of personal control and efficacious functioning may differ as a function of self-concept representation.

A8
RECALLING PLEASANT EVENTS IS DANGEROUS TO YOUR HAPPINESS: INTERPLAY OF RECALL DIFFICULTY AND VALENCE IN WELL-BEING JUDGMENTS *Piotr Winkielman, Aimee Reichman-Decker, Tedra Fazendeiro; University of Denver* – How do people evaluate their own happiness? Dominant models of well-being judgments emphasize the valence of recalled autobiographical events. However, recall experiences should also matter. Difficulty in recalling unpleasant memories implies that few bad life events occurred, whereas difficulty in recalling pleasant memories implies that few good events occurred. Thus, people who recall unhappy events may paradoxically judge themselves as happier than people who recall happy events. We tested this prediction in two studies. In Study 1, participants recalled 10 happy or 10 unhappy childhood events. We also manipulated participants' perception of the recall task as either easy or as difficult. The results supported our predictions. Participants who recalled unpleasant memories and perceived the task as difficult rated their childhood as significantly happier than those who recalled pleasant memories. In Study 2, participants recalled either 12 happy or 12 sad childhood events -- a difficult task. We also manipulated participants' beliefs about the internal vs. external source of their recall difficulty using a misattribution manipulation. Finally, we used psychophysiological measures (EMG) to evaluate whether judgment effects were reflected in participants' affective states. The results again supported our predictions. Participants who recalled unpleasant memories rated their childhood as significantly happier than those who recalled pleasant memories. Participants told about the external source of their recall difficulty did not demonstrate this effect. Psychophysiological data suggest that participants' affective experience during the recall and judgment phase matched the self-reports. This work has theoretical and applied implications for understanding well-being judgments.

A9
USAGE OF POWER TACTICS TOWARD INGROUP AND OUTGROUP MEMBERS *Joseph Schwarzwald, Meni Koslowsky ; Bar-Ilan University, Ramat Gan, Israel* – The power literature supports the notion that power tactic preferences can serve as a means for satisfying the 'personal self' and expressing advantage over others. The present proposal inquires whether the preference of specific power strategies is also used to satisfy the 'social self' by creating an advantage for the ingroup. Two theoretical objectives are examined. 1. To test the applicability of the power interaction model assumptions for intergroup relations. 2. To test social identity theory in a modality not reported previously, namely, power preference as a means for gaining ingroup over outgroups advantage. A 2 X 3 design including group membership (same/different) and status (low, same, high) as independent variables was employed. Six scenarios, which describe a work situation conflict, differing by target's group (ingroup/outgroup) and agent's status (lower, same, higher) were administered to two samples of participants (students, workers). After reading the scenario, participants were asked how the influencing agent, described in the scenario, would react in order to get the target to comply. For this purpose, a slightly modified version of the Interpersonal Power Inventory – IPI (Raven, Schwarzwald, and Koslowsky, 1998) was used. Though usage of soft tactics was greater than the usage of harsh tactics, the former did not differ by group or status. However, for hash tactics an interaction of agent's status by target's group was observed in both samples. Regardless of status more frequent usage of hash tactics was

reported toward outgroup members. However, toward ingroup members low status agents reported less frequent usage of harsh tactics as compared to high status agents. The presentation will address the issue of the IPI underlying structure as well as theoretical and methodological implications of the findings.

A10

ASSESSING INDIVIDUAL DIFFERENCES IN EMOTIONAL EXPERIENCE: FURTHER EVIDENCE OF THE CONSTRUCT VALIDITY OF THE RANGE AND DIFFERENTIATION OF EMOTIONAL EXPERIENCE SCALE *Sun-Mee Kang[1], Phillip R. Shaver[2]; [1]University of Nortre-Dame, [2]University of California, Davis* – The Range and Differentiation of Emotional Experience Scale (RDEES) was developed to measure individual differences in emotional complexity, defined as having emotional experiences that are broad in range and well-differentiated. The RDEES contains two subscales, one measuring Range and one measuring Differentiation. In a previous study (N = 1,129), students completed questionnaire packets containing the RDEES and various outcome measures, and the results of the study provided promising evidence for the concurrent and discriminant validity of the RDEES. The current study was conducted to provide further evidence of the construct validity of the RDEES using non-self report measures. Ninety-five students agreed to participate for two months to receive research credit. We collected peer-ratings on the RDEES, numbers of emotion categories used by study participants to subdivide the emotion domain, daily mood reports for 21 consecutive days, and scores on a sentence-completion test of ego development as a measure of general cognitive complexity. The results from peer-ratings on the RDEES supported the construct validity of the Range subscale. The self-peer agreement on the Range subscale was substantial (r = .41), probably because emotional range is somewhat observable in a person's behavior. The construct validity of the Differentiation subscale was supported by the number of emotion categories used to sort emotion words based on similarity. Individuals who score higher on the RDEES tend to experience more emotions on a daily basis and are more cognitively complex than individuals who score lower. Implications of the results for understanding the role of emotional complexity in interpersonal adaptation and ego-maturity will be discussed.

A11

THAT SWIMSUIT DISTRACTS ME! SELF-OBJECTIFICATION AND COGNITIVE RESOURCES *Diane M. Quinn, Rachel Kallen; University of Connecticut* – Previous research has shown that inducing a state of self-objectification through women trying on swimsuits (compared to sweaters) leads to increased shame, restrained eating, and decreased math performance. Two studies using the swimsuit/sweater paradigm examined the following questions: Do the effects of self-objectification extend to an ethnically diverse group of women? Does self-objectification lead to performance decrements in non-stereotype-relevant domains? Is the mechanism by which self-objectification interferes with concentration suppression related? Study 1 showed that African-, Latina-, Asian-, and European-American women were equally affected by self-objectification. All women showed increased shame in the swimsuit condition. Thus it seems that the larger, objectifying American culture may override more protective proximal cultural groups. All women in the objectification condition showed increased interference on a Stroop task containing body, neutral, and color words. The women showed a general decrement in performance-they were slower to react to all words, regardless of content. To examine whether performance decrements might be due to women successfully suppressing body related thoughts, a second study including both men and women manipulated cognitive load. Results showed a gender by objectification interaction such that women in the swimsuit condition were again slower to respond to all words compared to women in the sweater condition, whereas men were unaffected by condition. However, women were not affected by cognitive load. The results of these studies suggest that self-objectification leads to a decrease in available cognitive resources for women to devote to focused tasks.

A12

DISENTANGLING SEXUALITY FROM SEXISM: LESBIAN, BISEXUAL AND HETEROSEXUAL WOMEN'S PERCEPTIONS OF SEXISM *Diana Milillo, Diane Quinn; University of Connecticut* – In contrast to traditional research on women's perceptions of sexism, which often essentialize women into one group, we seek to distinguish how women's varying intimate involvements with men affect what lesbian, bisexual and heterosexual women perceive as sexist. We hypothesized that romantic relationships with men lend heterosexual women a stake in garnering the rewards, attention, or protection that accompany hostile and benevolent sexism (Glick & Fiske, 1996), such that heterosexual women perceive both forms of sexism less than lesbian and bisexual women. The 195 heterosexual women in the study endorsed both hostile and benevolent sexism more than the 98 lesbian and bisexual women as predicted. Also, when asked to rank order who they used as a reference point while completing the ASI, lesbian and bisexual women were more likely to be thinking of women as a group, whereas heterosexual women were thinking about male relationship partners. Third, lesbian and bisexual women had higher gender identification than heterosexual women, which was negatively related to the endorsement of sexism. Finally, among heterosexual women, identification with one's sexual orientation group was positively correlated with a willingness to accept hostile and benevolent sexism, while the opposite correlation was observed among lesbian and bisexual women. Instead of explaining these group differences in terms of a specific characteristic or attribute that render the psychology of sexual minorities non-normative, we posit that investigating normative heterosexual relationships as well proves useful in explaining intergroup and intragroup differences in perceiving inequalities between men and women (Hegarty & Pratto, 2001).

A13

NOT ALL WHO STAND TALL ARE PROUD: GENDER DIFFERENCES IN THE PROPRIOCEPTIVE EFFECTS OF UPRIGHT POSTURE *Tomi-Ann Roberts, Yousef Arefi-Afshar; Colorado College* – Charles Darwin (1872) observed that proud and successful human beings are likely to display an upright and erect bearing. Furthermore, preliminary evidence exists to support the contention that individuals feel and later perform better when given positive feedback in the context of an upright posture, as opposed to a slumped one, even if unaware that their bodily position is meant to express emotion. In this study, we sought to determine whether proprioceptive feedback from body postures operate differently for women and men. Participants received success feedback when in either an upright or slumped posture, which was covertly manipulated for a secondary, seemingly unrelated experiment. Results showed that for men the effects of posture were intuitive and appropriate: receiving success feedback while upright enhanced performance and felt pride. In contrast, after adopting an upright posture, women rated cognitive tasks more difficult and went on after success feedback to perform more poorly, than after adopting a slumped posture. Objectification theory (Fredrickson & Roberts,1997) offers a potential explanation for this gender effect. In a sexually objectifying culture, women's chronic attention to their bodies' outward appearance leads them to experience their bodies as things, rather than capacities. With this "doubled" perspective on the body, women's movements grow by consequence more timid, uncertain, and self-protective. For women, then, upright posture may be conflicted, since it can be viewed as "inviting.' So, self-consciousness and concerns about sexualized attention may undermine any potential benefits.

A14

USING IMPLEMENTATION INTENTIONS TO DISENGAGE FROM A FAILING COURSE OF ACTION *Marlone D. Henderson, Peter M. Gollwitzer, Gabriele Oettingen; New York University* – Previous research (Bobocel & Meyer, 1994) has demonstrated that decision justification for a strategy choice in a performance task increases individuals' tendency to maintain commitment to a failing course of action. We examined the extent to which self-regulation installed through the formation of an implementation intention ("If I receive disappointing feedback, then I'll switch my strategy") in the service of a goal intention ("I will always pursue the best strategy!") influenced disengagement from a failing course of action. Participants in Study 1 were assigned a goal plus implementation intention, goal only, or no goal. In light of repeated negative performance feedback during a general knowledge test, participants who set themselves a goal plus an implementation intention exhibited greater disengagement from their chosen strategy than participants who either set a goal without an implementation intention or set no goal. Study 2 found no evidence for demand effects from the instructions in Study 1. Study 3 explored the sensitivity of two different forms of implementation intentions to changes in performance. The pattern of results suggest that participants who adopted a self-reflective implementation intention ("If I receive disappointing feedback, then I'll take a moment and think about how things have been going!") tended to exhibit greater sensitivity to changes in performance. Results imply that planning can be a successful self-regulatory tool for preventing escalation of commitment to failing courses of action.

A15

ATTACHMENT THREAT AND DEFENSIVE CONVICTION: SEEKING SOLACE IN CONSENSUS *Denise Marigol, Ian McGregor; York University* – Past research has found that individuals respond to poignant self-threats with compensatory conviction about their attitudes, and that doing so alleviates distress associated with the threats (McGregor, Zanna, Holmes, & Spencer, 2001). The present research investigated whether attachment threats would cause compensatory conviction about attitudes. Fifty-four undergraduates were randomly assigned to imagine and describe the experience of either living in a foreign country apart from loved ones (separation) or being with a person they are close to (togetherness). Participants low in avoidance, regardless of their anxiety scores, showed decreased implicit mood (assessed by a disguised mood task) in the separation condition as compared to the togetherness condition. However, only participants with dismissing (low anxiety, high avoidance) and preoccupied (high anxiety, low avoidance) attachment styles showed an apparently defensive increase in conviction for their attitudes in the separation condition as compared to the togetherness condition. We suggest that the security of exaggerated convictions may serve to reduce the distress of imagined attachment threats for insecurely attached participants. Securely attached participants may have been able to regulate their separation-related distress without inflating their convictions. These findings are consistent with other recent research demonstrating that attachment threats are as capable as self-esteem or self-integrity threats of triggering defensiveness.

A16

DISCLOSURE OF TRAUMA LEADS TO GREATER ASSOCIATION BETWEEN THE SELF AND THE TRAUMATIC EVENT *Jerusha Detweiler-Bedell, Julia Boehm, Brian Detweiler-Bedell, Anisa Goforth, Talia Ullmann; Lewis & Clark College* – Researchers have shown that writing about traumatic events leads to significant health benefits, including better immunological functioning, reduced absenteeism, and fewer visits to health centers (Pennebaker, 1997). Despite the established link between writing and health, the question of why journaling results in such health gains remains. The current study examined whether explicit and implicit attitudes about traumatic events change as a result of writing about them. Participants were randomly assigned to the experimental condition (journaling about a traumatic event 3 times) or the control condition (journaling about a mundane event 3 times). Before and after the journaling intervention, we measured participants' views of the trauma both explicitly, e.g., asking "To what extent is the traumatic event a defining characteristic of you as a person?" and implicitly with the Implicit Association Task (IAT; Greenwald, McGhee, & Schwarz, 1998; Greenwald, 2000), linking triumphant/traumatic words with me/not me words. We hypothesized and found that, controlling for Time 1 scores, participants who wrote about their traumas showed stronger explicit and implicit associations between their self and the traumatic event as compared to control participants. That is, participants in the experimental group reported that the traumatic event defined them more as a person after journaling, and they showed a stronger me/trauma association on the IAT than control participants. The current investigation provides support for the hypothesis that writing about a traumatic event may serve to integrate the event with the writer's sense of self, leading, in turn, to health benefits.

A17

MOOD, SELF-FOCUSED ATTENTION, AND PERCEIVED SUCCESS *Brian Detweiler-Bedell[1], Peter Salovey[2]; [1]Lewis & Clark College, [2]Yale University* – Two experiments demonstrated that attentional focus moderates the influence of mood on perceived success. These experiments tested the hypothesis that mood-congruent perceptions of personal success occur under conditions of self-focus but not under conditions when attention is focused on other individuals. In Experiment 1 (N = 60), attentional focus moderated the influence of mood on perceived success at an ambiguous object identification task. Happy participants reported greater perceived success at the task compared to sad participants only under self-focus. Experiment 2 (N = 72) replicated these results in the context of students' perceptions of their academic success. When self-focused, happy participants reported greater perceived academic success compared to sad participants. In contrast, mood failed to influence perceptions of academic success among participants who had been prompted to think about the performance of other individuals. These results suggest that self-focused attention plays a critical role in producing mood-congruent perceptions of personal success and have implications related to mood and social judgment and to problems such as depression.

A18

SELF-OTHER CORRELATIONS IN SUBJECTIVE ESTIMATES OF ALCOHOL CONSUMPTION: FALSE CONSENSUS OR NORM ADHERENCE? *William Klein; University of Pittsburgh* – When young adults are asked to estimate how much alcohol they and the typical peer consume, the correlation between these two estimates is usually positive – the more they consume, the more they believe others consume. The current study tested two competing accounts for this relationship. One is based on the false consensus literature, and predicts that people who drink more alcohol will in turn overestimate how much their peers drink – either to justify their own drinking patterns, or because their own drinking is the only reliable data point upon to which to make a reasonable estimate. A second possibility, drawn from the peer pressure and pluralistic ignorance literatures, is that people attempt to adhere to the perceived drinking norm. A sample of 330 male and female undergraduates estimated how often they drank alcohol and how many drinks they consumed in a typical week and in one sitting. They made similar estimates for the average peer. All estimates were made twice during their freshman year and again in the middle of their sophomore year. In most analyses, own alcohol consumption predicted later estimates of the average peer's consumption, controlling for baseline estimates of average peer consumption. However, very rarely did estimates of average peer consumption predict later levels of own consumption (controlling for baseline estimates of own consumption). These findings support the false consensus rather than the norm adherence interpretation. Moreover, con-

cerns that exaggerated perceptions of peer drinking encourage greater consumption in turn may be somewhat unfounded.

A19

BICULTURAL IDENTITY INTEGRATION (BII):COMPONENTS, DYNAMICS, AND PSYCHOSOCIAL CORRELATES *Veronica Benet-Martinez, Jana Haritatos; University of Michigan, Ann Arbor* — This work is concerned with individual differences in the way bicultural individuals organize their two cultural identities, a construct that we call Bicultural Identity Integration (BII). While biculturals high on BII describe their two cultural identities as 'compatible' (fluid and complementary), biculturals low on BII experience them as largely 'oppositional' (i.e., conflicting and disparate). Three studies were conducted with the purpose of unpacking BII, developing an instrument to measure its components, and identifying some of BII's psychosocial antecedents and outcomes. Results from five different (largely Asian) bicultural samples varying in age, generational status, geographical enclave, and ethnicity, revealed that BII includes two independent components representing perceptions of distance (vs. overlap) and perceptions of conflict (vs. harmony) between one's two cultural identities or orientations (although these two constructs are typically confounded in the acculturation literature). Our results also indicated that cultural conflict and distance have unique links to different socio-demographic, acculturation, and personality variables, and lead to different adjustment outcomes.

A20

COGNITIVE PROCESSING OF CULTURAL INFORMATION IN BICULTURALS VS. MONOCULTURALS *Fiona Lee, Veronica Benet-Martinez, Janxin Leu; University of Michigan, Ann Arbor* — Although much is known about how people from different cultures differ from one another, little is known about how people manage multiple cultural identities. In one study, we found that biculturals, or people who have more than one cultural meaning system, engaged in higher levels of cognitive processing in response to culturally relevant cues than monoculturals, but the same effect was not apparent with culturally irrelevant cues. A second study examined how different types of biculturals process culturally relevant and irrelevant cues, and found that biculturals who see their cultural identities as oppositional in nature (low Bicultural Identity Integration or "BII") engaged in higher levels cognitive processing of culturally relevant cues than biculturals who see their cultural identities as compatible (high BII). Again, the same effect was not evident with culturally irrelevant cues. These studies shed light on the cognitive processes underlying the organization of and switching between multiple cultural meaning systems.

A21

ON THE CAUSAL MECHANISMS UNDERLYING STEREOTYPE THREAT: IS STEREOTYPE THREAT A FORM OF "CHOKING UNDER PRESSURE?' *Sian Beilock[1], William Jellison[1], Lindsay Noechel[1], Natalie Furrow[1], Allen McConnell[2], [1]Thomas Carr; [1]Michigan State University, [2]Miami University* — Theories of stereotype threat suggest that a negative stereotype about a social group in a particular domain can adversely affect performance by members of that group (Steele, 1997). We investigated the causal mechanisms of such performance failures in golf putting. Male athletes (N=88) who were novice or expert golfers performed a series of putts on an indoor green before and after receiving feedback regarding either a negative stereotype about golf putting (i.e., men are generally poorer putters than women) or control putting information (i.e., putting performance differs as a function of golf experience). A significant 2(expertise: novice golfer, expert golfer) x 2(stereotype: stereotype, control) x 2(time: before feedback, after feedback) interaction was found, $F(1,84)=4.94$, $p<0.05$. A breakdown of this interaction by skill level demonstrated that although novices who received the stereotype were not adversely affected by it, experts who received the stereotype performed worse afterwards than experts who did not, $F(1,42)=4.91$, $p<0.05$. This pattern of stereotype threat coincides with explicit monitor-

ing theories of "choking under pressure," which suggest that pressure increases self-awareness and anxiety about performing correctly, which in turn increases the attention paid to skill processes and their step-by-step control (Lewis & Linder, 1997). Although this attention may help novice performance explicitly monitored in real time, attention to execution at this component level disrupts the proceduralized performances of experts (Beilock & Carr, 2001). Negative stereotypes about performance appear to induce explicit monitoring of skill execution that does not harm novice execution, but induces a form of "choking" in experts.

A22

PERSISTENT SUBLIMINAL ACTIVATION EFFECTS: FIRST EXPERIMENTAL OBSERVATIONS. *Andreas Birgegard, Staffan Sohlberg; Uppsala University* — A strong recent focus on unconscious processes has increased interest in experimental unconscious activation technologies, e.g. subliminal stimulation. Relatively non-complex phenomena, such as the mere presence effect and implicit memory for events during general anesthesia, have been observed in the past, but complex and very persistent effects have not to our knowledge been shown before. We found long-term effects of subliminal stimuli in a reanalysis of an experiment using tachistoscopic exposures. Stemming from the subliminal psychodynamic activation paradigm, the stimuli used alluded to the relationship between mother and self, compared to a neutral control stimulus. Volunteer students participating in a laboratory session were exposed to a series of 5-millisecond subliminal exposures. They then returned for a second session more than a week, on average about 10 days, later to fill out questionnaires. Effects consisted of stronger correlations between measures of psychological adjustment, such as the Beck Depression Inventory, and measures of relationship quality with regard to mother. A second replication experiment came out as predicted. Two previously carried out experiments that followed the same procedure were also reanalyzed and showed similar evidence of long-term influence of the experimental stimulus. Thus, four double-blind experiments (N = 333) demonstrated effects more than a week after subliminal stimuli. We suggest that such persistent effects have not been shown previously mainly because they have not been looked for, but that now persistent effects of subliminal stimuli should become a focus of scientific inquiry for both theoretical and ethical reasons.

A23

INTIMACY, ADULT ATTACHMENT, AND CAREGIVING IN EVERYDAY INTERACTIONS BETWEEN ROMANTIC PARTNERS *Amy Schaffer, Jean-Philippe Laurenceau; University of Miami* — An important next step for the field of close relationships is to examine how central constructs influence and overlap with each other. Towards this goal, the current study investigated a model integrating fundamental relationship components: intimacy, adult attachment, and caregiving. We considered both a traditional conception of caregiving focusing on supportive behaviors in response to a partner's specific needs (traditional caregiving), as well as a broader conception of caregiving focusing on supportive behaviors in response to a partner's general need for interpersonal connection (partner responsiveness). Moreover, we hypothesized that adult attachment would influence the process by which individuals provide and perceive both traditional caregiving and partner responsiveness. Specifically, we predicted (1) that attachment anxiety and avoidance would be linked both to greater traditional caregiving and partner responsiveness; and (2) that attachment would moderate the relationship between partner attempts at responsive caregiving and the perception of responsive caregiving. Both partners from 109 romantic relationships completed both global self-reports and a modified version of the Rochester Interaction Record after each interaction with their partner over a 2-week period. HLM revealed that individuals with higher attachment avoidance reported less traditional caregiving at a global level and less partner responsiveness on an interaction-by-interaction basis. Moreover, attachment predicted both traditional caregiving and

partner responsiveness above and beyond the personality traits neuroticism and extraversion. Interestingly, females with higher attachment anxiety were more accurate in their perception of their partner's attempts at partner responsiveness on an interaction-by-interaction basis, suggesting that attachment can serve to increase empathic accuracy.

A24
ATTACHMENT STYLE, EXCESSIVE REASSURANCE SEEKING, AND DEPRESSION *Phillip Shaver, Dory Schachner; University of California, Davis* – Researchers have claimed that excessive reassurance seeking (ERS) leads to depression within romantic relationships. Seventy-two seriously dating college couples filled out questionnaires about their levels of ERS, depression, attachment anxiety and avoidance, perceived social support from partner, and relationship satisfaction. Several correlational and regression analyses indicated that ERS is related to depression, but only because it is closely linked to an anxious attachment style. When anxiety and ERS were both entered into a regression predicting depression, ERS lost its predictive power. This association was not mediated by perceived social support and relationship satisfaction, suggesting that the link between attachment anxiety and depression is due to personal factors, such as low self-esteem, rather than relational factors. Another series of regressions revealed that an avoidant attachment style leads to relationship dissatisfaction, with perceived social support as a partial mediator. The researchers conclude that ERS is an aspect of attachment anxiety.

A25
MAPPING THE INTIMATE RELATIONSHIP MIND: COMPARISONS BETWEEN THREE MODELS OF ATTACHMENT REPRESENTATIONS *Nickola C. Overall; University of Canterbury, Christchurch, New Zealand* – This study compared three models of how attachment working models might be cognitively represented. Model 1 posits that attachment representations consist of a single global working model summarizing attachment across specific relationships and domains. Model 2 proposes three independent working models for the relationship domains of family, platonic friendships, and romantic partners. Model 3 postulates that specific relationship models are nested under relationship domain representations that are, in turn, nested under an overarching global working model. Participants completed standard attachment scales for the relationship domains of family, platonic friendships and romantic partners, and also provided attachment ratings for three specific relationships within each domain. As expected, confirmatory factor analyses showed that Model 3 attained the best fit, regardless of analysis strategy, measurement strategy, gender, and relationship status. Implications are discussed.

A26
DOES PRIDE HAVE A DISTINCT EXPRESSION? *Jessica L. Tracy, Richard W. Robins; University of California, Davis* – Emotion researchers have long argued that only a small number of emotions have a universally recognized expression, and that only these emotions are likely to be evolved aspects of human nature. This approach has excluded many emotions from consideration by some emotion researchers, including the whole family of self-conscious emotions (e.g., shame, guilt, and pride). The present research examines whether observers can identify a posed facial and bodily display of pride. Study 1 (N = 56) found that observers could identify a pride display at greater-than-chance frequencies. Study 2 (N = 96) replicated this finding using an open-ended response method and coding responses into emotion categories. Study 3 (N = 178) tested which components of the pride display predicted highest rates of identification. Results indicated that the best-identified expression (i.e., the most prototypical pride display) includes: expanded posture, hands on hips or raised above the head, head tilted back slightly, upward gaze, and small smile. Identification rates did not vary by target ethnicity, but were higher for male targets than for female targets. Discussion focuses on the implications of a recognizable pride expression and its possible evolved function as a social status display.

A27
A DYADIC ASSESSMENT OF FORGIVENESS IN INTIMATE RELATIONSHIPS *Myron Friesen, Garth Fletcher; University of Canterbury* – This study investigated four broad questions concerning forgiveness by examining intimate partners' recollections of specific incidents of transgression in their relationship. (1) How does internal forgiveness and expressed forgiveness differ? (2) Do responsibility attributions mediate the link between relationship evaluations and forgiveness? (3) In general, are intimate partners positively or negatively biased in their perceptions of one another's forgiveness? (4) Are partners reasonably accurate in their perceptions of each other's forgiveness? Results showed that attributions and relationship quality were found to independently predict internal forgiveness, while only relationship quality was related to expressed forgiveness. Additionally, both men and women were negatively biased, but at the same time, moderately accurate in perceiving their partner's forgiveness.

A28
ADULT ATTACHMENT, THE TRANSITION TO PARENTHOOD, AND DEPRESSIVE SYMPTOMS *Sisi Tran[1], Jeffry A. Simpson[1], W. Steven Rholes[1], Lorne Campbell[2], Carol L. Wilson[1]; [1]Texas A&M University, [2]University of Western Ontario* – Testing a model suggested by Bowlby (1988), this study investigated how a "personal vulnerability" (attachment ambivalence) interacts with perceptions of deficient spousal support before and during a major life stressor (the transition to parenthood) to predict pre-to-postnatal increases in depressive symptoms. Highly ambivalent women who entered parenthood perceiving either less support or greater anger from their husbands experienced pre-to-postnatal increases in depressive symptoms at 6 months postpartum. As predicted, the associations between these two prenatal interaction terms and pre-to-postnatal increases in depressive symptoms were mediated by perceptions of declining support across the transition period. Moreover, for highly ambivalent women (but not less ambivalent women), the association between prenatal and postnatal depression scores was mediated by perceptions of the amount of support available from their husbands. The cognitive, emotional, and behavioral processes likely to maintain and exacerbate depressive symptoms in highly ambivalent women during the transition to parenthood are discussed.

A29
THE INFLUENCE OF NATIONAL CULTURE ON SELF-OBJECTIFICATION AND BODY SHAME *Ahrona Chand, Nilanjana Dasgupta; New School University* – The goal of the present research was to examine the influence of national culture and objectifying environments on self-objectification and body shame (implicit and explicit). Women who were born and raised in South Asia (South Asians) and women of South Asian descent who were born and raised in the U.S. (South Asian Americans) were either exposed to an objectifying situation in which they viewed trendy and revealing clothing featured on thin and attractive models or to a non-objectifying (control) situation in which they viewed loose and comfortable clothing featured against a plain background with no models. Following this manipulation, we assessed participants' feelings of self-objectification, and implicit and explicit body shame. Results revealed that both South Asians and South Asian Americans were equally likely to report self-objectifying thoughts in response to the objectifying situation compared to the non-objectifying (control) situation. However, the objectifying situation produced greater levels of reported body shame among South Asian Americans than among South Asians, whereas both South Asians and South Asian Americans exhibited similar low levels of body shame in the non-objectifying, control condition. The data suggest that women from different cultures may show different degrees of body shame and dissatisfaction either because of national differences in the prevalence of objectifying female images in the mass media and hence women's susceptibility to those images, or because of cultural differences in the range of body shapes and sizes per-

ceived to be desirable for women in South Asia compared to their counterparts in the U.S.

A30

COPING WITH THE SEPTEMBER 11TH ATTACKS: INTEGRATIVE NARRATIVES AND SELF-ESTEEM *Patricia Colby, Maris Prichett, Emily Paxhia; Skidmore College* – Describes the results of an experimental manipulation on the effects of rising to the occasion narratives on the well-being of 29 residents of New York City one month after the September 11th terrorist attacks. Participants were randomly assigned to one of two narrative construction manipulations (i.e., rising to the occasion, and unguided). In the rising to the occasion condition, participants were told to describe how coping with the terrorist attacks made them "rise to the occasion and tap a strength, value or ability in a way that they had never done before…" A variety of personality measures related to adjustment were also assessed (e.g., coping skills, self-esteem, neuroticism). Self-esteem was the only variable related to adjustment ($R2 = .57$, F change = 36.3, $p < .001$). The results revealed that narrative type was not a significant predictor of adjustment. However, Self-esteem interacted with the content of the narratives (more integrated stories) but not the structure (specific vs. episodic) to predict adjustment (F $(1,20) = 4.56$, $p < .05$). Examination of the content of the stories revealed that rising to the occasion narratives were significantly more integrated than the control narratives ($x2(1) = 21.82$, $p < .001$). Integrative memories contained more personal growth words (F $(1, 20) = 4.18$, $p < .05$). Moreover, specific (vs. episodic) narratives were rated as being higher in integration ($F(1,20) = 4.89$, $p < .05$). The results of this research illustrate a possible way in which self-esteem may function to aid coping abilities and adjustment.

A31

RELATIONSHIPS UNDER THREAT: GENDER DIFFERENCES IN THE CONTEXTUAL ACTIVATION OF COMMITMENT ACCESSIBILITY *Danielle Menzies-Toman, John Lydon; McGill University* – In theory, the availability of an attractive alternative dating partner should present a threat to relationship commitment and thereby decrease the motivation to engage in relationship maintenance behaviours. One such behaviour is the willingness to tolerate partner transgressions (i.e. accommodation). Lydon (1999) found a gender difference such that when faced with this relationship threat, men decreased accommodation whereas women did the opposite. This study examined whether the threat of an attractive alternative increases the cognitive accessibility of commitment for women but not for men. A sample of 308 male and female university students who were involved in heterosexual romantic relationships engaged in a visualization of a social interaction with a stranger who was either (1) of the same sex (low threat), (2) of the opposite sex and moderately available (moderate threat), or (3) of the opposite sex and highly available (high threat). A subsequent ostensible filler task involved the completion of word fragments, some of which had commitment word completions (e.g. 'lo_al' could be completed as 'loyal'). Results showed that the cognitive accessibility of commitment did increase in direct proportion to threat levels induced by the visualization procedure. There was no evidence of a fundamental gender difference in commitment accessibility. However, there was evidence of a contextual activation effect such that visualization of an attractive alternative increased the cognitive accessibility of commitment for women but not for men. Further research will examine whether this activation of the commitment motive results in subsequent increases in relationship maintenance responses.

A32

PRACTICE MAKES PERFECT: EVIDENCE FOR CULTURAL LEARNING IN EMOTION RECOGNITION *Hillary Anger Elfenbein, Nalini Ambady; Harvard University* – Two studies provide evidence for the role of cultural exposure in emotion recognition. For Chinese in China and the USA, Chinese Americans and non-Asian Americans, accuracy in judging Chinese and American emotions varied by participant exposure to the groups posing the expressions. Participants were more accurate judging expressions from groups to which they had greater culture exposure. The effects of such learning extended across generations of Chinese Americans, seemingly independent of ethnic or biological ties. Thus, Tibetans residing in China and Africans residing in the USA were more effective at judging emotions expressed by host versus non-host society members. Results suggest that emotional expression may be a universal language, characterized by subtle differences in "dialects" across cultures that can be learned with cultural contact.

A33

WOMEN AND STEREOTYPE THREAT: AN EXAMINATION OF PERFORMANCE, COPING STRATEGIES, AND SELF-ESTEEM *Alexandra Lesko, Jennifer Henderlong; Reed College* – We examined women's response to a challenging math test under conditions of stereotype threat (i.e., "males and females perform differently on this test") and nonstereotype threat (i.e., "this test has not shown gender differences"). Consistent with Spencer et al. (1999), women performed worse than men in the stereotype threat condition, but equal to men in the nonstereotype threat condition. We also examined women's use of coping strategies in response to stereotype threat, as previously studied with African Americans by Schmader et al. (2001). We hypothesized that prior math identity would influence women to either discount the validity of the test or devalue the domain of math. As predicted, women who were highly identified with math and put in a situation of stereotype threat discounted the validity of the test more than men or women in any other condition. The only significant effect of devaluing, however, was that – almost by definition – low math-identified individuals devalued the domain more than high math-identified individuals. Finally, although we predicted self-esteem decrements for women in the stereotype threat condition, no significant differences were found. These results show that stereotype threat influences women beyond their lower math performance, and that women who are highly identified with math may cope with stereotype threat by discounting the validity of highly evaluative situations.

A34

AN ECOLOGICAL ANALYSIS OF SUICIDE IN THE U.S.: GENDER AND LIFE STAGE MODERATE THE EFFECTS OF REGIONAL CULTURE AND SOCIAL STRUCTURE *Markus Kemmelmeier[1], Ian P. Haag[2], [1]University of Nevada, Reno, [2]University of Tennessee, Knoxville* – Scholars from various disciplines, including cultural psychologists, have examined the problem of voluntary death. The present investigations examines suicide rates aggregate level by trying to explain the published suicide rates in 50 U.S. states 1990-1994. Based on a comprehensive review of the social science literature, we examine cultural, economic, social-structural, demographic, geographic, and climatic variables as predictors of suicide rates of men and women across the life span, thus allowing for a simultaneous test of sociological, psychological and cultural models. Using regression analysis we generated at a model explaining 93% of the overall variance based on seven predictor variables (two demographic, three social structural, one cultural, and one geographic). Closer examination showed that there was considerable variability in the predictive power of these variables across the genders and across the life span. For example, a state's level of individualism was a potent predictor of suicide in adolescents and young adults, but hardly relevant for other age groups. The importance of population density, potentially a proxy for frequency of social interaction and loneliness, as predictor of state levels of suicide was maximal in younger age groups and in older males, but minimal in mid-life. Social integration, on the other hand, was of primary importance in young and middle aged woman. The discussion focuses on the social-psychological processes underlying suicide as function of life-span development and gender roles. We conclude that, like any non-lethal social behavior, suicidal behavior has to be understood in its cultural and social context.

A35
APPROACH/AVOIDANCE AND THE ENCODING OF AFFECTIVE INFORMATION: ATTENTION ALLOCATION OR PROCESSING FLUENCY? *Bertram Gawronski, Roland Deutsch, Fritz Strack; University of Wuerzburg* — Previous research has demonstrated compatibility effects in the encoding of affective information under approach vs. avoidance orientation, i.e., the encoding of positive stimuli is facilitated under approach orientation and the encoding of negative information is facilitated under avoidance orientation (e.g., Foerster & Strack, 1996; Neumann & Strack, 2000). Using a newly developed visual search paradigm, the present study tested two possible explanations for these findings: (a) enhanced attention to orientation congruent stimuli, and (b) facilitated processing of orientation congruent stimuli. Participants were asked to memorize meaningless symbols in the presence of either positive or negative distractors. Approach or avoidance orientation was induced by arm flexion (avoidance) or arm tension (approach). Results indicate a better recognition performance for meaningless symbols when the valence of distractors was congruent with participants' motivational orientation, than when it was incongruent. These results support the assumption of facilitated processing of orientation congruent stimuli, but are inconsistent with the hypothesis of enhanced attention to orientation congruent stimuli.

A36
THE MENTAL REPRESENTATION OF ENTITATIVE AND NONENTITATIVE GROUPS. *Amy Johnson[1], Sarah Queller[2]; [1]Indiana University, Bloomington, [2]Indiana University* — The mental representations of two groups were examined. It was predicted that judgments about a high entitativity group would be made by consulting a summary evaluation of the group, whereas judgments about a low entitativity group would require the consultation of specific behavioral exemplars. These predictions were tested using a modified version of Klein & Loftus' (1993) task-facilitation paradigm. Results showed that an initial task requiring a judgment about the group facilitated the later recall of a group behavior, but only when the group was low in entitativity. These results provide evidence of differential information processes as a function of the perceived entitativity of a group, and shed light on the cognitive representations of such groups.

A37
IS MALE JEALOUSY A STRONGER MOTIVE FOR MURDER THAN FEMALE JEALOUSY? *Christine Harris; University of California, San Diego* — Several evolutionary psychologists have hypothesized that natural selection shaped sexual jealousy as a mechanism to prevent cuckoldry and emotional jealousy as a mechanism to prevent resource loss. Therefore, men should be primarily jealous over a mate's sexual infidelity and women, over a mate's emotional infidelity. The present research re-examined some of the most compelling data for this hypothesis, namely that sexual jealousy purportedly disproportionately motivates men, but not women, to kill an unfaithful mate or rival. Previous work on this topic has failed to consider sex differences in base rates for murder. To examine whether the homicide statistics provide support for sex differences in jealousy, the present study examined 20 cross-cultural samples and coded the number of male and female murderers and the motive for each of the murders. A meta-analysis was performed and a log odds ratio was computed by dividing the odds that a murder committed by a male was jealousy-motivated by the odds that a murder committed by a female was jealousy-motivated, and taking the natural log of this quantity. When all samples were combined using a random effects model, the mean effect size across studies was -0.35, with a 95% confidence interval ranging from -1.04 to 0.34. (A negative effect size would suggest that women conducted a proportionally greater number of jealousy-inspired homicides than men.) This indicates that across these studies, there is no evidence for a systematic sex difference in the role of jealousy motivation

in murders. These results are discussed from a Social-Cognitive Perspective.

A38
EVALUATIONS OF INGRATIATION: THE MODERATIONAL IMPACT OF PERCEIVER GENDER AND SELF-ESTEEM *Randall Gordon, Marcia Ryss; University of Minnesota, Duluth* — Whether it occurs intentionally or unintentionally, an ingratiator risks negative evaluations if their compliments, favors, or opinion conformity are viewed as ingenuine. A meta-analytic review by Gordon (1996) revealed that evaluations of ingratiation were significantly more positive when the evaluations were made by the actual target of the ingratiation as opposed to when evaluators were not the target (i.e., when they observed ingratiation directed toward someone else). This effect was further qualified by a significant interaction involving the gender of perceivers. The target/observer effect described above was primarily a function of all male samples. Female samples in the meta-analysis provided more positive evaluations of ingratiators regardless of whether the ingratiation was directed toward them or not. To further our understanding of this gender difference, the present study examined reactions to varying levels of ingratiation. Male and female participants were randomly assigned to evaluate an exchange between a student and professor that contained either a low or a high level of ingratiation. The relationship between participant self-esteem and their evaluations was also examined. As predicted, participant gender and participant self-esteem interacted with ingratiation level. Female participants provided significantly more positive evaluations of the low level ingratiator than did male participants and high self-esteem participants made more positive evaluations of the high level ingratiator than did low self-esteem participants. The possibility that the observed gender difference might be a function of socialization differences and perceiver empathy is discussed.

A39
THE EFFECT OF COGNITIVE LOAD ON PERSUASION VIA FACT AND FICTION *Jennifer Garst[1], Melanie C. Green[2], Timothy C. Brock[3], Sungeun Chung[1], [1]University of Maryland, College Park, [2]University of Pennsylvania, [3]Ohio State University, Columbus* — When individuals are exposed to persuasion in narrative format they are equally influenced by fact and fiction labeling (e.g., Green & Brock, 2000; Strange & Leung, 1999). Nonetheless, fact can elicit more careful scrutiny than fiction (Bailis & Strong, 1997; Garst, Green, & Brock, 2000). The current research sought to gain a better understanding of the cognitive processes underlying persuasion via fact- and fiction-labeled narratives by using a cognitive load manipulation. A total of 150 students, who were low and high in need for cognition (Cacioppo, Petty, & Kao, 1984), read a narrative account of fraternity life that was labeled as fact or fiction while they were under cognitive load or not. An additional 39 students were part of a no-message control group. A MANOVA on six beliefs tied to the narrative revealed that whether participants were influenced by the fact/fiction labeling depended on cognitive load, $F(6, 137) = 2.53$, $p < .05$. For issues that were specific to the narrative, no-load readers were most influenced by information labeled as fiction, whereas readers under load were most influenced by fact-labeling, as compared to the control group. Thoughts subsequently listed about the narrative were more negative under fact labeling than under fiction labeling, $F(1, 139) = 11.80$, $p < .01$. No load appeared to enable readers to critically assess fact-labeled information so that fact-labeling had less influence than fiction-labeling, compared to control. Under load, however, fact-labeling did influence readers more than fiction-labeling, regardless of subsequent negative thoughts.

A40
EXAMINING THE RELATIONSHIPS BETWEEN ROLLER COASTERS, SENSATION SEEKING, BEHAVIORS AND AFFECT *David Butler, John Berger, Scott Hemenover; Kansas State University* — Although many researchers have explored associations between the trait of sensation seeking and engagement in thrill-seeking activities (e.g.,

drug use), few studies have focused on riding roller coasters as an activity. Therefore the goal of this study was to examine the relationship between sensation seeking and attitudes towards roller coasters. Participants (N = 214) completed the Coaster Affect and Behavior questionnaire (CAB, which measures roller coaster attitudes), the NEO-PI-R, and the Sensation Seeking Scale (SSS). Participants then viewed three videos of roller coasters and reported their affective responses and opinions towards the coasters. Factor analyses of the CAB revealed three factors: 1) Positive Attitudes towards Roller Coasters (sample item: "I look forward to riding a roller coaster."), 2) Enjoyment of Negative Affect ("Screaming is part of the fun when riding a roller coaster."), and 3) Risky Behavior ("I would ride a roller coaster even if it recently injured someone."). All CAB factors correlated positively with sensation seeking, positive affect, extraversion, and positive opinions, and negatively with neuroticism, negative affect, and negative opinions. Regression analyses revealed that, independent of the other factors, the Positive Attitudes factor predicted the Thrill and Adventure Seeking subscale of the SSS, negative affect, and all opinion questions. The Enjoyment of Negative Affect factor predicted Extraversion, and the Risk Taking factor predicted sensation seeking, neuroticism, positive and negative affect, and all opinion questions. These findings reveal the validity of the CAB and suggest complex relationships among sensation seeking and roller coaster attitudes and experiences.

A41
OVERACHIEVERS', SELF-HANDICAPPERS', & DEFENSIVE PESSIMISTS' ACHIEVEMENT GOALS *Kathryn Oleson, Matthew Bellet, Brandon Brockmyer, Jonathan Clark, Jennifer Kinsey, Sonya Masinovsky, Acacia Parks, Robert Pierson, Paul Piff, Naomi Tanner, Dana Waichunas, Elias Weingarten, Reed College* – Individuals use a variety of strategies to confront academic challenges. In the current research we examine three strategies: overachievement, self-handicapping, and defensive pessimism, considering both the relationships between the strategies and the achievement goals (performance- approach, performance-avoidance, and learning) associated with each. Subjective overachievers are defined as having self-doubts in their abilities to succeed accompanied by strong desires to perform well. To succeed, they exert extra effort in challenging situations. Self-handicappers, on the other hand, have doubts in their abilities but are more concerned about protecting their competence images. They may withdraw effort when confronted with academic challenges. Defensive pessimists are characterized by high anxiety and setting unrealistically low expectations. They use a cognitive strategy in which they reflect about possible outcomes and develop ways to avoid the negative possibilities. Our results reveal that both overachievers and defensive pessimists are characterized by emphasizing both performance approach and performance avoidance achievement goals. They care about demonstrating their competence and seek to both minimize negative and maximize positive outcomes. Self-handicappers, on the other hand, are primarily concerned with not demonstrating low competence. They also report little emphasis on learning goals. The two components of overachievement – concern with performance and self-doubt – are positively related to the two elements of defensive pessimism - reflection and pessimism. Additionally, self-handicapping is positively associated with pessimism and self-doubt. We consider these results in terms of the similarities and differences between these strategies and examine their implications for research on self-protective strategies, achievement goals, and academic performance.

A42
REACTIONS TO DIFFERENT TYPES OF EXPLANATIONS OF NEGATIVE EVENTS: "WHY DIDN'T I RECEIVE A PAY RAISE?' *Andrew Li; University of Northern Iowa, Cedar Falls* – Social justice research shows that individuals' negative reactions to unfavorable outcomes can be mitigated by adequate explanations of the results (Greenberg, 1993). However, little research has compared the effectiveness of different types of explanations. This study compared individuals' reactions when they were presented with different managerial explanations for the denial of pay raise requests. 124 undergraduates participated in a scenario study in which each student was given one of four explanations for the denial. In the causal account condition, the denial was attributed to poor economic conditions. That resulted in a company-wide pay freeze. In the ideological account condition, the denial was attributed to a reviewed process that based the decision on the length of employees' service in the organization. In the referential account, they were told that due to poor economic conditions, some employees were laid off or received pay-cut, a worse condition than receiving no pay raises. In the no account condition, no explanation was given for the denial. Individuals' perceptions of managerial responsibility, trust in management, account adequacy, decision acceptability, turnover intentions, and interactional fairness were assessed. Consistent with previous research, a main effect of explanation over no explanation was identified in all measures except turnover decision. Moreover, providing a referential account led to significantly more trust in management, perceived account adequacy, decision acceptability, and interactional fairness than a causal account or an ideological account. Results of the study suggest that explanations of negative events that contain downward social comparisons can effectively reduce individuals' negative reactions.

A43
SELF-REGULATORY FOCUS AND ITS DYADIC EFFECTS IN CLOSE ROMANTIC RELATIONSHIPS *Michael K. Coolsen; University of North Carolina, Chapel Hill* – Two studies attempted to investigate the role of self-regulatory focus in dating relationships. Drawing from Self-Discrepancy Theory (Higgins, 1987), Self-Expansion Theory (Aron and Aron, 1997) and the Michelangelo Phenomenon (Drigotas et al., 1999), it was hypothesized that participants who reported sharing a similar self-regulatory focus orientation with their partner would report more dyadic adjustment and less relationship conflict/negative affect compared to participants who reported mismatching self-regulatory focus orientations in their relationships. Using Higgins' (1998) theory of promotion and prevention regulatory orientations, measures of promotion and prevention were constructed and administered in both studies, along with dyadic adjustment (Spanier, 1976; used in both studies), daily relationship conflict (study 1 only) and its resulting negative affect (study 1 only). Results from both studies provided strong support for the hypothesis, such that when participants characterized themselves as relatively high on one regulatory focus orientation, their average relationship adjustment and daily conflict/negative affect significantly differed as a function of how they perceived their partner to measure up on the respective regulatory focus orientation; that is, participants who perceived both themselves and their partners to be high in promotion and/or prevention reported significantly more dyadic adjustment and less relationship conflict/negative affect compared to participants who perceived only themselves, and not their partners, to be high on promotion and/or prevention. Results additionally pointed to implications of pitting promotion vs. prevention styles for dating relationships.

A44
AUTOMATIC ATTITUDES INFLUENCE SPONTANEOUS TRAIT INFERENCES *Melissa Ferguson[1], John A. Bargh[2]; [1]Cornell University, [2]New York University* – Do people's automatic attitudes toward everyday objects influence how they process unrelated social information? Although research on evaluative priming provides much evidence that participant's automatic attitudes toward primes influence the speed with which they respond to unrelated target stimuli, there is little research showing that automatic attitudes influence the content of responses to unrelated stimuli. In order to test this, the current experiment examined whether participant's automatic attitudes toward everyday objects influenced their spontaneously generated inferences about unrelated social behavior. Specifically, it was hypothesized that participants who were

primed with a positive (negative) attitude object would be more likely to spontaneously infer a positive (negative) personality trait from a subsequently encountered, ambiguous social behavior. Participants were presented with either a positive or negative prime (e.g., sunshine, garbage) before each of a series of sentences that described ambiguous social behaviors. Participants could infer either a positive or negative personality trait from each of the sentences. For example, the sentence _Molly never takes no for an answer_ could provoke the generation of the trait persistent (positive connotation), or the trait stubborn (negative connotation; see Newman & Uleman, 1990). As expected, the findings from a surprise cued-recall test at the end of the experiment suggest that participants were significantly more likely to spontaneously infer a positive (negative) personality trait after automatically evaluating a preceding, unrelated, positive (negative) attitude object. These results suggest that automatic attitudes not only influence the speed of responses to unrelated stimuli, but also the interpretation of such stimuli.

A45
EGOCENTRISM, EVENT FREQUENCY, AND UNREALISTIC OPTIMISM: WHEN WHAT HAPPENS FREQUENTLY IS "MORE LIKELY TO HAPPEN TO ME" *John Chambers, Paul Windschitl, Jerry Suls; University of Iowa* — Three studies (N= 173) investigated the relation between perceived event frequency and comparative likelihood estimates (e.g., "Compared to the average student, how likely are you to become wealthy?"). In Study 1, event frequency was manipulated by having participants make comparative estimates for experiencing a given event either in a short time-frame (e.g., within next 3 weeks) or long time-frame (e.g., within next 3 years). Participants made higher comparative estimates for events in a long time-frame (where the frequency of an event is high) than in a short time-frame (where the frequency of an event is low). In Study 2, the same manipulation was used, but participants made comparative estimates for the average student (e.g., "Compared to yourself, how likely is the average student to become wealthy?"). Participants made lower comparative estimates for the average student in a long time-frame than in a short time-frame, supporting an egocentrism account over a focalism account for the results of Study 1. In Study 3, participants made comparative and absolute likelihood estimates (for both self and others) for a large set of events varying in perceived frequency, desirability, and controllability. Comparative estimates were positively related to the perceived frequency of events, independently of event controllability or desirability. This relation produced both overoptimism and overpessimism. These and other findings from Study 3 support the hypothesis that when people make comparative likelihood estimates, thoughts about their own absolute likelihood figure more prominently in their estimates than do thoughts about others' absolute likelihood.

A46
QUALITY OF WORK MODERATES THE POSITIVE FEEDBACK BIAS TO MINORITIES *Jeffrey J. Hansen[1], Kent D. Harber[2], [1]University of California, Santa Barbara, [2]Rutgers University, Newark* — In some contexts Whites provide more positive feedback to Blacks than to Whites for work of equal quality (Harber, 1998). Whites' concerns about maintaining egalitarian self-images may explain this bias. For example, the positive bias is restricted to subjective evaluations (i.e., writing content rather than writing mechanics), where the risk of appearing bigoted is greater. If egalitarian concerns drive the positive feedback bias, then the bias might also be moderated by essay quality. Low quality work, where negative outgroup stereotypes are more salient and the need to criticize is greater, may be experienced as more risky than high quality work, where the opposite conditions prevail. We therefore predicted that the feedback bias would be selectively pronounced for low quality work. Twenty-eight undergraduate students (64% female) completed a personality questionnaire that included items from Dunton & Fazio's (1997) Motivation to Control Prejudice Reactions (MCPR) scale. Participants then evaluated an essay that was either of good or poor quality and were led to believe that

the author was either White or Black. As predicted, the bias was restricted to poor quality essays; there was no selective lenience to Black writers for high quality essays. Consistent with Harber's previous findings, the bias was limited to essay content. Positive correlations between MCPR scores and evaluations of the Black writer essays provide additional, and direct, evidence that egalitarianism concerns contribute to the positive bias. Collectively, these findings provide strong additional evidence that the positive feedback bias is moderated by egalitarian concerns.

A47
A TEST OF THE COGNITIVE COMPONENTS OF THE CLASSIC CROSSED CATEGORIZATION HYPOTHESIS *Poh-Pheng Chua[1], Theresa K. Vescio[1], Charles M. Judd[2], [1]Pennsylvania State University, [2]University of Colorado* — The classic crossed categorization hypothesis (Deschamps & Doise, 1978) suggests that categorization and subsequent intergroup bias is reduced in crossed contexts (e.g., in race X gender conditions targets Asian female, Asian male, White females or White males) compared to simple contexts (e.g., targets are categorized by only race or gender). While this hypothesis has motivated a great deal of research, no prior study has simultaneously assessed categorization and intergroup bias. Therefore, the crux of this hypothesis (i.e., bias reduction in crossed contexts due to categorization reduction) has not been previously examined. In the present research, participants were assigned to either simple or crossed conditions and presented with a group discussion among 8 discussants. Recognition errors (within- versus between-group errors) provided a measure of categorization strength (Taylor, Fiske, Etcoff, & Ruderman, 1978) and target ratings provided a measure of intergroup bias. Three effects consistently emerged across studies, which include: 1) a replication of previous findings on intergroup bias (i.e., an additivity pattern: double ingroups rated more favorably than partial outgroups, who were in turn rated more favorably than double outgroups), 2) consistent with the crossed categorization hypothesis, categorization along each dimension (e.g., race and gender) was weaker in crossed than simple conditions, and 3) contrary to the classic hypothesis, categorization did not predict bias.

A48
PHYSICAL DOMINANCE AND FEMALE ATTRACTION: DOES SIZE MATTER TO MALE INTERLOPERS? *Russell Jackson; University of Texas, Austin* — Theories of dominance outline its importance in male intrasexual and intersexual selection. Dominance is a diverse category composed of status, resource access, and physical components. Prior studies have not investigated the effects of physical dominance without potentially confounding effects with the other two forms. Larger male size conceivably aided ancestral women in overcoming adaptive problems and gained men intrasexual success in unique ways. Two hundred and eighty-two participants rated members of a pictured couple on a 104-item questionnaire of attractiveness, personality, and relationship characteristics. Between-subject pictures depicted a couple varying by two levels on two dimensions: relative size and female attractiveness. I hypothesized that males encountered mate-poaching opportunities over evolutionary time that produced cognitive mechanisms that weigh costs and benefits of pursuing a paired female based upon her physical attractiveness and the size of her mate. I predicted that, 1) males only, 2) would change attraction towards the stimulus female as a function of her mate's size and that, 3) such an effect would either increase or decrease the female's attractiveness ratings. Males might rate the female as less attractive when she is paired with a large mate because large mated males are more threatening to interlopers. However, because females benefit from large mate size, a large mate may indicate her increased mate value. Data suggest that, 1) males only, 2) vary attractiveness ratings of the female based upon her mate's size but, 3) they vary as a function of her initial attractiveness. Possible explanations are discussed.

A49
THE COGNITIVE FOUNDATIONS OF EXTRAVERSION: THE ROLE OF SELF-BELIEFS *Louise Wasylkiw[1], Leandre Fabrigar[2], Karen MacGregor[2], [1]Mount Allison University, Sackville, New Brunswick, [2]Queen's University, Kingston, Ontario* — Drawing on the social psychological literature on the self-concept, three studies examined the relationship between self-beliefs and extraversion. Study 1 was designed to determine whether people who differ on extraversion differed in the content and structure of their self-beliefs. A sample of 34 extreme scorers on extraversion provided self-descriptions in an open-ended and a semi-structured questionnaire. Results showed that high and low extraverts differed in the kinds and patterns of self-beliefs they hold with high extraverts defining themselves in terms of their social behaviors. Given the relationship between the self-concept and extraversion, Study 2 was designed to address the causal nature of the relationship. Using a sample of 68 middle scorers on extraversion, Study 2 showed that participants who received social self-concept information demonstrated increases in extraversion scores. The purpose of Study 3 was to examine whether differences in the self-concepts of high and low extraverts contribute to explaining extraversion's predictive ability. Extreme scorers (N = 188) received self-concept information. Results showed that social and non-social self-concept information disrupted extraversion's ability to predict participants' behavioral choices. These studies are discussed with reference to: a consideration of descriptions of extraversion; the implications for the maintenance and development of extraversion; and an understanding of extraversion's predictive ability.

A50
WHEN PEOPLE CHANGE THEIR STORY: THE SOCIAL PERCEPTION OF ACTORS WHO VARY THE CAUSAL ACCOUNTS FOR THEIR MISDEEDS *Jaime Anstee, Markus Kemmelmeier; University of Nevada, Reno* — Accounts research demonstrates that the type of explanation offered by actors for their untoward behavior affects subsequent perceptions of the action including attributions of responsibility. Whereas accounts research generally assumes that actors offer only one account for an improper action, in politics and the legal arena actors frequently change their story about their personal involvement. In order to investigate the effects of changed accounts, we conducted an experiment (N = 228) focusing on an embezzlement case. Following traditional accounts research, participants read about an actor who first provides one of four accounts: a justification of, excuse for, apology for, or denial of his actions. Participants also learned that later the same actor gave one of the three other accounts not used at first pass. Results demonstrate that perceivers find accounts consistent in acceptance of responsibility most satisfying and changes from accounts that imply acceptance of responsibility (justification, apology) to accounts that imply rejection of responsibility (excuse, denial) least satisfying. Attributions of responsibility interacted with whether the accounted-for action constituted an act of commission or omission. Whereas with acts of omission there were no significant differences, with acts of commission social perceivers blamed the actor to the extent that one of his accounts involved a rejection of responsibility. This was the case unless the actor first accepted and then denied responsibility. Findings highlight a successful strategy for a wrongdoer to evade blame. Following these findings our current research focuses on the effects of different explanations for why actors change their accounts.

A51
BEING HAPPY AND SOMBER: THE IMPACT OF CULTURE AND MOOD ON STEREOTYPE USE AND INHIBITION *Shen Zhang, Jennifer Hunt, KokYung Soon; University of Nebraska, Lincoln* — This study investigated whether cultural differences in mood regulation can influence stereotype use and inhibition. Research has shown that when people try to inhibit stereotypes, a rebound of increased stereotype use occurs. Mood also influences stereotype use, with happy and angry moods increasing stereotype use. However, unlike individualists, collectivists emphasize social harmony, believe emotional expression is dangerous, and usually suppress their emotional behaviors. In fact, positive moods may serve as cues to remind collectivists to be conservative in social interactions. Therefore, even though happy and angry moods increase stereotype use in individualists, they may decrease stereotype use in collectivists, by making them more attuned to their social environments. Because of the decreased stereotype usage, collectivists in positive and angry moods should experience a weaker stereotype rebound effect following inhibition. To test these hypotheses, undergraduates from China (collectivists) and the U.S. (individualists) wrote two creative descriptions of homosexual males after a mood induction (happy, angry, neutral). Half of the participants were told to avoid using stereotypes in the first description. Consistent with predictions, American students gave significantly more stereotypical descriptions in happy and angry moods than in neutral moods, but no significant differences were found for Chinese students. American participants had a stronger rebound effect. This study illustrates the need to consider the cultural context in research on mood and stereotype use.

A52
THE POWER OF POWERPOINT: THE IMPACT OF TECHNOLOGY AND EXPERTISE ON THE EVALUATION OF INFORMATION *Rosanna E. Guadagno, Jill M. Sundie, Robert B. Cialdini, Terrilee Asher; Arizona State University, Tempe* — This study investigated whether experts and non-experts evaluate information differently when the mode of presentation is technical in nature. We contrasted more traditional modes of communication, such as written descriptions or printed graphs, to the more technologically sophisticated PowerPoint presentation. To examine this issue, participants were asked to review a hypothetical football scout's report of a football recruit and evaluate the projected success of the recruit as well as the reliability of the information in the scout's report. The experimental design was a 2 (participant expertise: expert vs. novice) X 2 (expertise of the scout: novice vs. expert) X 3 (mode of presentation: typed summary of statistics, printed PowerPoint charts, computer-based PowerPoint charts with animated graphs). We predicted that the recruit would be rated higher in the PowerPoint presentation condition but that experts would be less swayed by the difference in communication modality than would novices. In addition, we expected that experts would evaluate the information presented by the expert scout as more reliable than those participants in the novice scout condition and that novice participants would not differentiate between the two scout conditions. Results provided partial support for our predictions. For both novice and expert participants, the greater the technological sophistication of the presentation, the more highly they rated the projected success of the football recruit. However, this effect was more marked for football novices than football experts. Contrary to predictions, there were no significant differences based on participant expertise in perceptions of the reliability of the scout's report.

A53
FORGIVING OTHERS FOR INTERPERSONAL OFFENCES: DOES CONTEXT MATTER? *Judy Eaton, C. Ward Struthers; York University* — Past research on interpersonal forgiveness has suggested that forgiveness may be, in part, dependent on the relationship between the individuals involved. Much of this research, however, has not been theoretically grounded. In this study we employed a social cognitive framework to examine the relationship between attributions, repentance, forgiveness, and social motivation toward three different categories of transgressor: a coworker, a friend, and a romantic partner. In the model that we tested, forgiveness is related to the offended party's attributional analysis of the cause of the transgression and the level of repentance expressed by the transgressor. A repeated-measures design was used in which participants were asked to describe a recent transgression with a coworker, a friend, and a romantic partner, and in each case to indicate

how repentant the other individual had been, and to what extent the participant had forgiven the individual. The basic social cognitive model of forgiveness was reliable in each category of transgressor. A multiple-groups SEM analysis using each of the three categories as a group showed that the model fit was equivalent across categories of transgressor. This suggests that the relationship between individuals does not moderate the level of forgiveness and social motivation toward the transgressor, and lends support for the generalizability of the model across situations.

A54

WHY DOES ACCOUNTABILITY DETER SELF-ENHANCEMENT? THE ROLE OF IDENTIFIABILITY AND EVALUATION EXPECTANCY *Deletha Hardin[1], Kenneth Herbs[2], Gregory Dardis[3], Constantine Sedikides[4]; [1]University of Tampa, [2]The Erivan K. Haub School of Business, St. Joseph's University, [3]United States Military Academy at West Point, [4]University of Southampton* — People believe they are superior to others on important dimensions. They regard themselves as above-average drivers and spouses, and as more attractive and moral than others. These self-enhancing beliefs are associated with psychological benefits (e.g., high self-esteem, positive affect) but also liabilities (e.g., social exclusion, excessive risk-taking). Given these liabilities, can social context curb self-enhancement? We operationalized social context in terms of accountability, the expectation to explain, justify, and defend one's self-evaluations to another person. In past work, we have demonstrated that accountability curtails self-enhancement, especially when participants are accountable to a specific, high-status person (e.g., Ph.D. candidate Chris Becker). In the present research, we investigated underlying mechanism of this effect. Students wrote and then graded an essay, expecting to be (1) accountable/identifiable (justify, in person, the grade to Chris); (2) accountable/unidentifiable (justify the grade anonymously, in writing, to Chris); or (3) unaccountable/unidentifiable (justify the grade, in writing, to researchers at another university). Identifiability reduced self-enhancement. Accountable/identifiable participants assigned lower grades than accountable/unidentifiable participants, whereas accountable/unidentifiable and unaccountable participants' grades did not differ. A second experiment showed that self-enhancement curtailment is due to participants expecting evaluation and focusing on their writing weaknesses. Accountable participants who anticipated judgmental, evaluative feedback assigned lower grades than did accountable participants who anticipated non-judgmental, non-evaluative feedback. People can temper self-enhancement in response to situational pressures—in this case, accountability.

A55

EMOTION AND SOCIAL MOTIVATION IN UNIVERSITY STUDENTS' REAL LIFE MORAL DILEMMAS *Fredrik Björklund; Lund University* — Studied the relationship between social motivation and approaches to moral decision making, and also the emotions people experience in real life moral dilemmas. 44 students were interviewed about a moral dilemma that they had faced in the past. Social motivation was measured with Emmons' (1989) idiographic personal strivings method. Intimacy motivation was related to a preference for making decisions after having consulted others and to being open to their values and norms, whereas achievement motivation was related to consequence-oriented moral reasoning and a concrete construal of moral problems. When asked to think of and relive their moral dilemma, participants scored significantly lower than their baseline level on a mood questionnaire, females scoring significantly lower than the males. Possible implications of negative emotion on the cognitive processes involved in solving moral dilemmas are discussed.

A56

PERCEIVED LOCUS OF CONTROL, PROBLEM-SOLVING BEHAVIORS, AND SATISFACTION IN SAME-SEX FRIENDSHIPS *Marian Morry, Cheryl Harasymchuk; University of Manitoba* — We tested the influence of own and perceptions of a same-sex friend's locus of control on relationship satisfaction and problem-solving behaviors. Seventy one male and 113 female participants completed Lefcourt's (1981) affiliation locus of control (LofC) scale, Hendrick's (1988) relationship assessment scale (RAS), and Rusbult, Zembrodt, and Gunn's (1982) exit, voice, loyalty, and neglect (ELVN) scale (problem-solving behaviors) for themselves and their perceptions of a same-sex friend. In addition, they completed Spanier's (1976) dyadic adjustment scale (DAS). All scales were modified for a friendship. Scales and targets (self, friend) were counterbalanced. All simultaneous regression results reported are significant at p < .05. We hypothesized that for women, but not men, perceptions of their friend's external LofC would predict own and perceived friend's problem-solving behaviors and relationship satisfaction. In addition, problem-solving behaviors would mediate the LofC-satisfaction relation. For women support was found for these hypotheses (self and friend RAS, DAS). For men, LofC did not predict problem-solving behaviors but the friend's LofC and the problem-solving behaviors predicted own satisfaction (RAS). Problem-solving behaviors also predicted satisfaction based on the DAS and the friend's RAS. In addition, for women, the more external their friend the more likely both individuals would use exit and neglect behaviors and the less likely both would use voice behaviors. Finally, voice, neglect, and loyalty behaviors all predicted satisfaction. For men, exit and voice behaviors predicted satisfaction. Overall, for women perceptions of their same-sex friend's external LofC has implications for own and expected friend's problem-solving behaviors and satisfaction.

A57

EXERCISE AND SOCIAL ANXIETY: IS SELF-PRESENTATION ACTUALLY HAZARDOUS TO THE SOCIALLY ANXIOUS PERSON'S HEALTH? *Emily Phillips, Beth Pontari; Furman University* — Despite the many benefits associated with exercising, individuals who chronically worry about their appearance may find exercising intimidating. Leary (1992) suggests that socially anxious individuals are less likely to exercise because of their preoccupation with self-presentation. The present survey study investigated the relationship between social anxiety and exercise participation. 164 college students reported the amount and duration of exercise they engage in per week and month. They also completed the Social Interaction Anxiousness Scale (Leary, 1983), the Social Physique Anxiety Scale (Hart, Leary & Rejeski, 1989) and several questions addressing what we define as "exercise anxiety" (e.g., "I appear awkward during exercise"). Contrary to the expectation that social anxiety would inversely relate to exercise participation, it and physique anxiety did not predict participants' amount or duration of exercise (all *'s < .12). Further, exercise tendency did not differ for participants high and low in social anxiety (i.e., the top and bottom tertiles in the sample - all t's < 1). Exercise anxiety was the only predictor for exercise amount and duration (â's range from -.25 to -.41, all p's < .001). Therefore, worrying over appearance specifically during exercise rather than a general concern about self-presentation (i.e., social anxiety) more accurately predicted exercise habits. We suggest that social anxiety is not related to exercise because some socially anxious individuals may use exercise as a means to deal with their self-presentational concerns. They may exercise to improve appearance or make the impression of being physically fit.

A58

DISPOSITIONAL RUMINATION AS A MEDIATOR OF THE NEGATIVE RELATIONSHIP BETWEEN TRAIT SELF-ESTEEM AND CONTINGENCIES OF WORTH DEPENDENT ON EXTERNAL, INTERPERSONAL FEEDBACK. *Connie Wolfe[1], Katherine Knight[2], David Buck[2], Noelle Liwski[2], Maxx Somers[2]; [1]Muhlenberg College, [2]Hanover College* – Previous research has found that many contingencies of worth, particularly those in which self-esteem depends on how others evaluate you, are negatively correlated with trait self-esteem. The current research found that a tendency toward dispositional rumination partially mediated the negative correlations between approval from others as a contingency of worth and trait self-esteem, and physical appearance as a contingency of worth and trait-self-esteem. Ninety-nine students from a small liberal arts college completed the following scales: appearance and approval from others as contingencies of worth, the Rosenberg trait self-esteem scale, and the rumination subscale from Trapnell & Campbell's (1999) Rumination-Reflection Questionnaire. Results indicated negative relationships between each contingency of worth and trait self-esteem. Results also indicated positive relationships between each contingency of worth and rumination. Two separate hierarchical regression analyses indicated that the overall beta weight for the contingency of worth (approval from others or appearance) decreased when rumination (a significant predictor in both instances) was added to the equation. Further, two simple Sobel tests (Baron & Kenny, 1986) indicated that both mediational paths were statistically significant. This partial mediation may arise because externally controlled feedback is often subject to ambiguity or misinterpretation, and may often be absent or perceived as negative. Rumination has been shown to prolong distress (Nolen-Hoeksema, 1993). Thus, ruminating about tenuous feedback related to one's worth may result in chronically lower levels of trait self-esteem. Limitations of these preliminary findings and future directions are discussed.

A59

RELATIONSHIP THREAT AND DOWNWARD SOCIAL COMPARISON *Lavonia Smith LeBeau, Justin Buckingham, Aaron Wheeler, Megan Brenne; Towson University* – In previous studies, participants faced with threat (Taylor & Lobel, 1989) or failure (Wood, Giordano-Beech, & Ducharme, 1999) chose to make downward social comparisons. The purpose of the present study was to expand these findings to include a threat to one's close relationship. 81 female students volunteered for a study of close relationships. Participants completed a relationship assessment in which they were asked to describe their current relationship with the option of either writing a brief overview or writing about a specific event that described the status of their relationship. Relationship threat was manipulated by asking participants to imagine themselves in 8 different scenarios meant to make them feel either secure or threatened in their relationship. Finally, participants were led to believe they would have the opportunity to read another participant's relationship assessment. Preference for upward or downward comparison was measured by asking participants to choose between an assessment of a relationship that was going quite well or one for a relationship that was not going so well. Relationship threat had a marginally significant effect on social comparison choice, χ2 (1) = 2.81, p = .094. Consistent with our hypothesis, participants in the threat condition showed a greater preference for downward comparison than participants in the no-threat condition (48% vs. 30%, respectively). This study provides tentative support for the idea that people strategically use downward relationship comparisons in the face of relationship threat. Future research will focus on strengthening the relationship threat manipulation and investigating self-esteem as a moderator.

A60

SAYING SORRY IS ONLY HALF OF THE STORY; THE REASON MATTERS TOO *Ward Struthers, Judy Eaton, Melissa Uchiyama; York University, Main Campus* – Interpersonal interactions are often marred by an array of transgressions committed by others. Individuals' responses to these negative acts may range from harsh judgments and antisocial behaviors to more prosocial judgments and reconciliation. What psychological mechanisms can account for these seemingly diverse responses to a transgression? In two experiments, we showed that, following interpersonal transgressions, victims' attributions of controllability (moderate, high) and transgressors' repentance (no, yes) are crucial to victims' forgiveness and prosocial motivation toward transgressors. In Experiment 1, college students were randomly assigned to one of four conditions, read a scenario where they were to imagine themselves as a victim of a workplace transgression that varied in terms of controllable attributions (moderate, high), did or did not read an apology by their coworker, and then responded to a questionnaire measuring their forgiveness. The results supported our predictions that repentance would have no bearing on forgiveness following a transgression perceived as extremely controllable because it would also be perceived as purposeful. However, transgressions perceived to result from moderately controllable causes showed a significantly higher level of forgiveness following repentance, F(1, 71) = 8.15, p < .05. These findings were replicated in a second high impact experiment in which senior college students interacted with a transgressing confederate on an online class project. Again, a significant controllable by repentance interaction on forgiveness, F(1, 38) = 3.41, p = .07, and prosocial behavior was found, F(1, 38) = 4.20, p < .05.

A61

HOW HAPPY WERE YOU LAST YEAR? BELIEFS ABOUT AUTOBIOGRAPHICAL MEMORY AND SUBJECTIVE WELL-BEING *John Petrocelli; Indiana University, Bloomington* – Increased attention to the study of subjective well-being (SWB) and the correlates of happiness are consistent with growing interest in subjectively evaluating the quality of life, valuing the individual, and the understanding that well-being reaches well beyond economic prosperity (Diener, Suh, Lucas, & Smith, 1999; Kahneman, Diener, & Schwarz, 1999). However, Schwarz and Strack (1999) have argued that context effects distort self-reported judgments of SWB due to the information that is accessible during the time of the report and the way in which such information is used. These arguments were supported by the results of a recent study conducted by Winkielman and Schwarz (2001) that showed that beliefs about autobiographical memory and subjective recall experience serve as sources of information that people use when making evaluations of a given target, such as childhood happiness. Can such an important effect hold for more recent memories? A study was designed to examine whether or not peoples' evaluations of their relatively recent experiences (past year) are impacted by the interaction between beliefs about the accuracy of autobiographical memory and the degree of difficulty experienced during recall. A significant interaction was obtained, indicating that when recall was difficult perceived SWB for one year prior was associated with the belief that an unpleasant year is more difficult to remember than a pleasant one, and that this relationship was augmented when recall was easy. Results indicated that recall difficulty shaped the strength of the association between autobiographical memory beliefs and estimates of prior SWB.

A62

ATTACHMENT STYLE LINKS TO THE STRUCTURE OF SELF-ESTEEM *Fang Zhang; Wayne State University, Detroit* – Previous research has documented attachment style effects on a wide range of interpersonal outcomes. Comparatively little work has explored their potential influence in nonsocial domains. The present study addressed relations between attachment style and self-esteem, and specifically the possibility that important differences are masked by the common use of

global as opposed to multi-dimensional assessment instruments. Participants were one hundred and ninety-one undergraduates selected on the basis of their responses to a screening questionnaire. As predicted, attachment style groups differed in the structure of self-esteem—i.e., whether it was based on self-liking, self-competence or some combination. Secures' high global self-esteem reflects high self-competence as well as high self-liking. Relative to secures, preoccupied individuals reported lower global self-esteem, which was found to reflect lower self-liking as well as lower self-competence. The fearful group reported similarly low levels of global self-esteem but it appeared to be due primarily to dissatisfaction with the "looking-glass self," which is based on social feedback, and secondarily to dissatisfaction with the "agentic self," which is based more on perceived efficacy in the nonsocial environment. Dismissing individuals' high global self-esteem is based primarily on self-competence. Results are discussed in terms of the overall pattern of self-views associated with each attachment style and the implications for future research and individual adjustment.

A63

USING THE POWER OF SOCIAL NORMS TO REDUCE HIGH RISK DRINKING *Clayton Neighbors[1], Mary Larimer[2], [1]North Dakota State University, [2]University of Washington, Seattle* — Social norms have consistently been shown to have a powerful impact on behavior. Previous research has revealed that college students misperceive descriptive drinking norms. Specifically, college students have been shown overestimate the alcohol consumption of their peers. This research sought to evaluate the impact of computer delivered personalized normative feedback on drinking patterns among heavy drinking college students and to determine whether the impact of normative feedback is moderated by social drinking motivation. Baseline measures of drinking motivation, alcohol consumption, and perceived norms were completed by a sample of 252 heavy drinking college students. Participants were randomly assigned to intervention versus assessment only control. Intervention participants received personalized normative feedback on computer, immediately after completing the baseline computerized assessment. Feedback consisted of highlighting the participant's self-reported alcohol consumption, perceived typical student consumption, and actual typical student consumption. Participants in the intervention group were also given a printed copy of the feedback at the end of the session. Follow-up assessments were completed at 3 months and 6 months post-baseline. Multiple indicator multi-group latent growth analyses revealed greater reduction of alcohol consumption over time among intervention participants relative to assessment only control participants. In addition, the intervention was more effective among participants who expected, valued, and were motivated by positive social effects of alcohol. These results provide strong evidence for utilization of social norms approaches in reducing high-risk behaviors and for identifying intervention candidates based on motivational constructs.

A64

THE DISPOSITIONAL SOURCE OF SATISFACTION IN LIFE'S MAJOR DOMAINS: A REVIEW AND INTEGRATION *Daniel Heller, David Watson; University of Iowa* — The purpose of this study is to provide a review and integration of the dispositional approach to satisfaction (i.e., job, marital and life satisfaction). Towards this end, the Five Factor Model of personality – neuroticism, extraversion, openness, agreeableness, and conscientiousness— was used as an organizing structure for the associations between personality and satisfaction. Meta-analytic findings indicate that four of the five personality traits are related to all three satisfaction criteria [the exception is openness to experience], especially the two predominately affective traits: neuroticism and extraversion. Results further indicate that job and marital satisfaction both are strongly linked to life satisfaction (ρ=.44 [Tait et al., 1989] and ρ=.51, for job and marital satisfaction, respectively) but are only weakly linked to each other (ρ=.15). We used two prominent general models of well-being

(top-down and bottom-up, Diener, 1984) to arrange the variables of interest into three competing theoretical structures: one in which personality influences both domain and overall satisfaction ("direct top-down model"), a second in which the effect of personality on job and marital satisfaction is fully mediated by life satisfaction ("mediated top-down model"), and a third in which job and marital satisfaction mediate the relationship between personality and life satisfaction ("interaction model"). Both the mediated top-down and interaction models were supported by the data; however, the direct top-down model did not fit the data. These findings further establish the important role played by personality in satisfaction, but also indicate that situational factors need to be included in comprehensive models of satisfaction.

A65

THE HANDICAP PRINCIPLE AND ITS EXPLANATORY VALUE TO THE COMMUNICATIVE FUNCTIONS OF EMOTIONS *Shlomo Hareli, Gadi Katzi; University of Haifa, Israel* — In discussions of the communicative function(s) of emotions, a coherent framework relating characteristics of emotions to their communicative function is frequently lacking. Particularly, the question of whether the basic requirement for a communication system to be "trustworthy" in order to survive, applies to emotions is not addressed. In this paper we discuss certain characteristics of emotions from the point of view of Zahavi's (1975) "handicap principle". This view, for example, postulates that any signaling system must incur a cost (i.e. be a burden) to its carrier so as to prevent easy exploitation by emitting false signals. Accordingly, we suggest that the costly and relatively non-specific physiological arousal that accompanies emotions serves such a function. Additional characteristics of emotions are also discussed in relation to this framework and questions for further research are suggested.

A66

EFFECTS OF EVIDENCE ORDER AND ADMISSIBILITY ON JUROR VERDICTS *Kristi Costabile, Stanley Klein; University of California, Santa Barbara* — Mock juror research indicates that inadmissible evidence influences juror's verdicts. The present research investigated whether the order in which this evidence is presented in the trial would alter the influence of inadmissible evidence. Two mock juror studies were conducted. The results suggest that incriminating evidence most likely leads to a guilty verdict when it is presented late in the trial than when it is presented early. This pattern was the same whether the evidence was ruled admissible or inadmissible. Further analyses suggest that this effect may be mediated by juror's memory. Later evidence is more likely to be remembered by the juror, and thus, more likely to influence the juror's verdict. Implications for the judicial system and juror decision-making are discussed.

A67

ON THE USE OF EXTREME GROUPS ANALYSIS IN THE SOCIAL SCIENCES *Kristopher Preacher, Derek Rucker; Ohio State University* — In social psychological research, analysis of continuous variables often proceeds by selecting individuals based on extreme scores of a sample distribution and submitting only those extreme scores to further analysis. Such procedures are collectively known as extreme groups analyses (EGA). In a recent survey of several top psychology journals, we found that EGA was particularly popular in social psychology. EGA is often employed with the belief that increases in power will be gained. Whereas it is true that EGA generally results in hypothesis tests with higher power, there are several, largely unrecognized, costs associated with EGA which must be addressed. These problems include, in part, changes in power, increased risk of Type I error, ignoring nonlinear effects, creating spurious linear effects, imposition of arbitrary cut-points, misrepresentation of effect sizes, restricted generalizability, and even altering the hypothesis under scrutiny. We present data that illustrate the adverse consequences of EGA on scale reliability and statistical analyses. Finally, we discuss alternative procedures, as well as possible legitimate uses of EGA as it

was originally devised. All uses of EGA warrant examination. We urge researchers, editors, reviewers, and consumers to carefully assess the extent to which EGA is justified in their own research and in that of others.

A68
DIFFERENTIAL ITEM FUNCTIONING IN THE MEASUREMENT AND DIAGNOSIS OF PERSONALITY DISORDERS IN TWO POPULATIONS *Jacqueline Friedman, Thomas Oltmanns, Eric Turkheimer, Karen Schmidt; University of Virginia* – Environmental condition or state is held by some personality researchers to be an important factor in measurement of a personality trait while others consider it inconsequential. In this study, the item responses on a personality pathology measure are examined for two groups of individuals tested after exposure to different environmental conditions. Responses on the Schedule for Nonadaptive and Adaptive Personality (SNAP) diagnostic scales for Cluster C Personality disorders are compared for 2105 Air Force recruits (62% male) tested during basic training and 884 University freshman (34.6% male). The two participant groups were highly similar on all demographic variables other than gender. Approximately the same number of individuals in each group met criteria for cluster C personality disorder diagnosis based on a structured interview. Using the SNAP diagnostic scales, a higher percentage of students were diagnosed with Dependent personality disorder than recruits and a higher percentage of recruits than students were diagnosed with obsessive-compulsive personality disorder. Differential item functioning between the two groups was found in 11 of the 19 SNAP Avoidant personality disorder items, 13 of 22 Dependent personality disorder items and 20 of the 23 Obsessive-compulsive personality disorder items. Possible causes of these results and implications for future measurement of cluster C personality disorder diagnosis across different populations are discussed.

A69
HOW SELF-ENHANCEMENT CAN EITHER HELP OR HINDER ACHIEVEMENT *Matthew McMullen[1], Mickie Fisher[2], Melissa Capser[3]; [1]Montana State University, Billings, [2]Case Western Reserve University, [3]North Dakota State University* – This research examined the relationship between self-enhancement and achievement. On the one hand, self-enhancement may benefit motivation via confidence and high expectations; on the other hand, self-enhancement may reduce motivation via self-satisfied complacency. In an effort to resolve these competing hypotheses, it was suggested that the framing of a task is critical. Specifically, it was hypothesized that when judging the amount of effort required to succeed, self-enhancers would show reduced effort, but when judging how much they could achieve, self-enhancers would show increased effort. This hypothesis was evaluated using tasks in which participants answered trivia questions (Study 1) and solved anagrams (Study 2), with motivation operationalized in both studies as the number of problems attempted. The hypothesis was supported: When judging how much they were capable of achieving, self-enhancers attempted and achieved more than self-deprecators, but when judging how much effort was required to succeed, self-deprecators attempted and achieved more than self-enhancers.

A70
HOW CHRONIC SELF-VIEWS INFLUENCE (AND POTENTIALLY MISLEAD) ESTIMATES OF PERFORMANCE *Joyce Ehrlinger, David Dunning; Cornell University* – Individuals often lack perfect self-insight into how well they have performed on intellectual tasks. We explored the extent to which estimates of performance are prone to error, in part, because of an over-reliance upon chronic, potentially faulty, self-views of ability. We propose that individuals rely on these self-views and neglect features of the situation and base rate information that might be more informative. Participants answered questions designed to alter self-views of their knowledge of geography. Those led to hold more negative self-views estimated that they performed less well at marking city locations

on a map than did those led to hold more positive self-views, independent of how they had actually performed. Participants in a second study who were made cognitively busy relied more upon pre-existing self-views than did controls when estimating relative, but not absolute, performance on a logical reasoning exam. Thus, it appears that individuals anchor upon a pre-existing self-views when estimating how well they have performed relative to others and then insufficiently adjust to account for more immediate features of their experience with the task. This reliance upon self-views leads individuals to believe that they have performed in a way more consistent with their self-image than is actually the case.

A71
STAGE PRESENCE: TESTOSTERONE LEVEL AS A COMPONENT OF ACTING PERFORMANCE AND NONVERBAL BEHAVIOR *Kelly Leach Cate, J. M. Dabbs, Jr.; Georgia State University, Atlanta* – In this study, testosterone is explored as a component of acting. It is well-known in the theatre world that some actors have "stage presence", which is described by acting textbooks as confidence and "being in character" while on stage, and some do not. Stage presence also involves competition for attention of the audience. Research shows testosterone levels are high before a competition and either increase with a satisfactory performance ("winning") or decrease with an unsatisfactory performance ("losing") (Bernhardt, et.al, 1998). Also, higher testosterone levels are linked with dominance in interpersonal encounters (Mazur, 1985), focused attention in stressful situations, high energy and physical activity (McAdoo, et.al, 1978). Therefore, stage presence, which involves domination of the stage, focus of attention, and high physical energy (Perry, 1997) would logically be linked to high levels of testosterone. Fifty actors provided saliva samples (radioimmunoassayed for testosterone level) before and after a videotaped audition for a lead role in a play. They also completed questionnaires on which they rated how "in character", eager, and confident they felt before the audition, and how well they thought they performed and how satisfied they were with their performance after their audition. All questionnaire items were inter-correlated. Change in testosterone level (T2-T1) was significantly correlated with performance ratings(t=.46, p<.05) and satisfaction with performance (t=.45, p=.05), as well as with confidence for males, t=.73, p<.01. Results are discussed in terms of testosterone's effect on nonverbal behavior (as analyzed from the videorecordings) and the relationship between "stage presence" and testosterone.

A72
CHANGES IN ATTACHMENT ORIENTATIONS ACROSS THE TRANSITION TO PARENTHOOD *Carol L. Wilson[1], Jeffry A. Simpson[1], W. Steven Rholes[1], Lorne Campbell[2]; [1]Texas A&M University, College Station, [2]University of Western Ontario, London, Ontario* – According to attachment theory, systematic changes in attachment orientations should be most evident during stressful life transitions in which new experiences are encountered that strongly reinforce or contradict the major concerns of individuals' existing orientations. In the present research, attachment change was studied in 106 married couples experiencing the birth of their first child. Scales measuring attachment and perceptions of self, spouses, and marriage were completed 6 weeks before and 6 months after childbirth. As predicted, women became more ambivalent across the transition if they entered parenthood perceiving less spousal support and greater spousal anger, with anger having the stronger impact. Women who approached the transition seeking less spousal support, whose husbands were highly avoidant, and whose husbands displayed greater prenatal anger became more avoidant across the transition. Men who perceived providing more prenatal support to their wives became less avoidant. These results confirm that prenatal perceptions of husbands' emotional support and anger forecast theoretically meaningful changes in both wives' and husbands' attachment orientations across the

transition to parenthood. The current findings extend attachment theory and research in several novel directions.

A73

FAKABILITY OF TWO IMPLICIT ASSESSMENT PROCEDURES FOR SHYNESS: IAT AND IAP *Jens B. Asendorpf, Rainer Banse, Konrad Schnabel; Humboldt University, Berlin, Germany* — In a simulated job application procedure, 240 participants completed explicit self-ratings of shyness, an Implicit Association Test (IAT) for shyness (same as used by Asendorpf et al., in press), and a new Implicit Association Procedure (IAP) for shyness based on joystick approach-avoidance movements, and were instructed to fake non-shyness; a control group did not receive this instruction. Both implicit measures were reliable (alpha > .78) and correlated .49. The explicit ratings were much more susceptible to faking than both implicit measures with regard to mean level although there was a small, significant faking effect for the IAT (d=.23). The correlation of the two implicit measures and their correlation with a social desirability scale was unaffected by the instruction; under faking, the explicit - implicit correlations significantly decreased, and the explicit - social desirability correlation significantly increased. These findings suggest that implicit measures of personality self-concept are more robust with regard to faking attempts than traditional explicit self-ratings, and that IAT results can be replicated with a different method. Reference Asendorpf, J.B., Banse, R., & Mücke, D. (in press). Double dissociation between implicit and explicit personality self-concept: The case of shy behavior. Journal of Personality and Social Psychology.

A74

CULTURE AND SOCIAL COMPARISON SEEKING *Katherine White, Darrin R. Lehman; University of British Columbia* — Past research indicates that Easterners tend to be both highly attentive to their social environment and motivated by self-improvement rather than self-enhancement. In a series of studies, we examined whether Easterners seek out and respond to social comparison information differently than Westerners. We predicted that, compared to Euro-Canadians, Asian-Canadians would seek out more social comparisons, and in particular, more upward social comparisons because these reference self-improvement. In Study 1, we demonstrated, with the use of a behavioral measure, that Asian-Canadians seek out more social comparisons (particularly those that were upward) than Euro-Canadians. This finding was partially mediated by self-construal. In Study 2, we found that Asian-Canadians were more likely to seek out social comparisons after failure, whereas Euro-Canadians avoided such comparisons. Finally, in Study 3 Asian-Canadians were most likely to seek out social comparison information when the task allowed for the possibility for self-improvement. We propose that whereas Westerners' social comparison behaviors tend to reflect self-enhancement motives, Easterners' social comparison behaviors tend to reflect self-improvement motives.

A75

CHARACTER INFORMATION ENHANCES MEMORY FOR FACES *Andrew Scott Baron[1], Matt Keller[2]; [1]Harvard University, Department of Psychology, [2]University of Michigan, Ann Arbor* — Subjects were tested whether information that is either diagnostic or non-diagnostic of a person's character influences memory for faces. Subjects were shown faces that were paired with statements relevant or irrelevant to the person's character. Later, a recognition-memory task was administered for the faces alone. Subjects were more likely to recognize a face when it was paired with diagnostic information regardless of whether it indicated a positive or negative character, than when it was paired with non-diagnostic information. No significant difference was found in the memorability of faces paired with behaviors diagnostic of a negative versus positive character. Results from this experiment are dicussed with respect to domain-specific accounts for processing character information (e.g., cheater-detection theory) as well as with respect to domain-general levels of affective processing (e.g., depth of processing).

A76

GROUP POLARIZATION AND CHOICE DILEMMA QUESTIONS: ARE OUT-GROUPS RELEVANT? *Zlatan Krizan, Robert S. Baron; University of Iowa* — Research to date has confirmed that both informational and normative social influence play a significant role in causing group polarization. Self-categorization theory, however, argues that group polarization is caused by individual's tendency to establish positive social identity and to distinguish themselves from relevant "out-groups". Although receiving some empirical support when groups involved are historically and socially meaningful, the self-categorization account of group polarization is more questionable when the groups and attitudes involved are not long-standing or involving. Proponents of self-categorization theory assert that in such situations people still implicitly attempt to distinguish themselves from other groups, causing group polarization. We examined this assumption by manipulating out-group salience while laboratory groups of participants discussed risk recommendations for choice dilemma scenarios. Upon making risk recommendations for actors in five hypothetical scenarios, participants formed groups and discussed the same scenarios with the goal of reaching consensus. Some groups were exposed to information about what recommendations a group from another university gave regarding the aforementioned scenarios. Results indicate that the magnitude of group polarization did not systematically vary as a function of out-group salience, despite clear differences in reported acknowledgment of out-groups during the discussion and high identification with one's own group, and regardless of whether group consensus or private post-discussion opinions were used to calculate shifts. Additionally, also contrary to the self-categorization account, the magnitude of polarization was not negatively related to the distance between one's own group and out-group pre-discussion attitudinal positions.

A77

WORKING MEMORY CAPACITY: A TEST OF CONTENT-SPECIFICITY AND IMPLCIATIONS FOR DUAL-PROCESS MODELS *Eliza Bliss-Moreau, Ana Hristic, Lisa Feldman Barrett, Michele Tugade; Boston College* — Working memory (WM) capacity reflects an individual difference in the ability to control and direct attention for the purposes of information processing and thus may be an important element for dual-process conceptualizations of the mind. We introduce this individual difference variable, examine the degree to which it is a content-free (as opposed to domain specific) capacity, and discuss its relevance for the processing of emotional information. Participants completed a series of WM tasks in laboratory sessions over several weeks. In addition to using traditional dual-task measures, we introduce several new dual-task measures that have emotional content, and provide evidence for their reliability and validity. A confirmatory factor analysis (CFA) indicated that performance across all tasks (emotional and non-emotion) best fits a content-free model of WM capacity. Additionally, the new span tasks allowed us to compare flexible-allocation and general-capacity views on WM capacity. Implications for the link between cognition and emotion are discussed.

A78

THINKING OF ME: CONTINGENT SELF-WORTH AND FAILURE *Lora Park, Jennifer Crocker; University of Michigan* — The present research investigates how people's contingencies of self-worth (Crocker & Wolfe, 2001), or bases of self-worth, interact with success and failure experiences and self-esteem level to influence people's thoughts and feelings. 83 participants from Introductory Psychology courses at the University of Michigan first completed the Rosenberg (1965) Self-Esteem Scale and the Contingencies of Self-Worth Scale (Crocker, Luhtanen, Cooper, & Bouvrette, 2002); of particular interest was the "academic competence" contingency. Next, participants were randomly assigned to complete either a difficult version of the Remote Associates Test (RAT; McFarlin & Blascovich, 1984) (failure condition); an easy ver-

sion of the RAT test (success condition); or a word rating task (control). Finally, participants completed a thought-listing task and mood questionnaire. Two trained, independent raters coded the thoughts for self-evaluative, negative self-evaluative, and task-related thoughts. A series of planned comparisons revealed that highly contingent individuals who failed had more self-evaluative thoughts overall and more negative self-evaluative thoughts in particular than less contingent individuals, who tended to have more task-related thoughts. Highly contingent individuals who failed also reported being more angry, anxious, and sad than less contingent individuals. Furthermore, highly contingent, low self-esteem individuals had the most negative self-evaluative thoughts and affective responses. These results suggest that contingent self-worth may be a vulnerability because failure leads to heightened self-evaluative focus, negative self-evaluative thoughts, and negative affect among highly contingent individuals. Over time, these consequences could accumulate and incur costs not only to individuals, but also to relationships and society at-large (Crocker & Park, in press).

A79
ATTENTIONAL BIASES AND MEMORY DISTORTIONS IN SELF-ENHANCERS *Maja Djikic, Jordan B. Peterson, Philip David Zelazo; University of Toronto* — Two studies explored whether attentional biases and memory distortions following bogus personality feedback were related to questionnaire measures of self-deception. Study 1 revealed that Self-Deceptive Denial (SDD) subscale scores from the Balanced Inventory of Desirable Responding (BIDR; Paulhus, 1991) were positively associated with bias towards false recognition of novel positive self-relevant statements. Similar patterns of positive distortions in memory emerged in Study 2 for the Narcissistic Personality Inventory (NPI; Raskin & Hall, 1979) and the SDD and Impression Management (IM) BIDR subscales. In Study 2, NPI scores also correlated negatively, while SDD and IM subscales of the BIDR correlated positively, with time spent reading both positive and negative feedback. These results challenge classical views of self-deception (e.g., Sackeim & Gur, 1978) in which unwanted and extant beliefs are actively kept out of awareness. It appears instead that the distortions characterizing self-deception may being very early in the information processing chain.

A80
THE RELATIVE IMPORTANCE OF DAILY VS. RETROSPECTIVE JUDGMENTS OF SATISFACTION IN PREDICTING RELATIONSHIP LONGEVITY *Shigehiro Oishi; University of Minnesota, Twin Cities* — I conducted a 14-daily diary study and a 6-month longitudinal study among dating couples to examine the relative importance of daily life satisfaction vs. global/retrospective life satisfaction in predicting relationship longevity. Dating couples completed 14 daily surveys on well-being and relationship satisfaction. Upon the completion of the daily surveys, they evaluated the 2-week period of their lives. Their relationship status was then followed up to 6 months. The average daily satisfaction of the couple predicted the fate of the couple 6 months later (beta = -.47, t = -2.49, p < .01). However, the direct effect of daily well-being was fully mediated by retrospective judgments, as the direct link decreased to virtual zero (gamma = -.02, t = -.11, ns.), once the retrospective judgments were included as a mediator (beta = -.66, t = -3.12, p < .01). The fit indices for the mediation model showed near perfect fit: chi-square = .021 (df = 1), p = .88, GFI = .999, AGFI = .996, RMSEA = .000. In short, the effect of average daily satisfaction on the fate of the couple was completely mediated by how the couple remembered the daily experiences. As shown by Kahneman (1999), such retrospective judgments might be distorted. Nevertheless, these "biased" retrospective judgments had an important predictive value, above and beyond the average of daily experiences (or what Kahneman calls "objective" happiness).

A81
THE ROLE OF EMPATHY-INDUCED COOPERATION IN OVERCOMING THE HARMFUL EFFECTS OF NEGATIVE NOISE *Ann Rumble[1], Paul Van Lange[2], Craig Parks[1]; [1]Washington State University, [2]Free University of Amsterdam* — Social dilemmas are interpersonal interactions in which an individual is torn between two competing motives: short term self-interest and long-term collective-interest (Komorita & Parks, 1995; 1996). If all the members of a group act in a self-interested manner the group as a whole will suffer lower outcomes, but if members of the group act for the collective good they will individually receive lower outcomes. Negative noise, or unintended noncooperative acts, can reduce cooperative behavior within social dilemmas (VanLange, et al., 2002). Previous research has demonstrated that within social dilemmas, empathy can motivate cooperative behavior (Batson & Moran, 1999; Batson & Ahmad, 2001). The current study was designed to examine if empathy-induced cooperation can reduce the detrimental effects of negative noise within a social dilemma. Participants were assigned to one of three experimental conditions: High empathy, Low empathy, or Control. The study assessed cooperation through a 10-coin give-some game played against Tit-for-Tat. Over the course of 27 trials, participants experienced negative noise every 4 trials. Negative noise was implemented by subtracting 2 coins from the programmed choice for those trials. Participants in the high empathy condition had higher rates of cooperation and did not react as strongly to negative noise, as did participants in the low-empathy and control conditions. Empathy thus appears to be one means by which to motivate generous behavior in reaction to negative noise.

A82
WHEN PERSUASION IS FUTILE: IMPLICATIONS OF BIASED VERSUS OBJECTIVE PROCESSING FOR ATTITUDE STRENGTH *Derek D. Rucker, Richard E. Petty; Ohio State University, Columbus* — Individuals can process information in either an objective or a biased manner. Objective processing is data-driven (i.e., individuals generate whatever thoughts naturally come to mind). Biased processing, however, refers to focusing specifically on either rejecting or accepting a message (e.g., focusing on generating only positive or only negative thoughts). Recent research (Rucker & Petty, 2002) has demonstrated that attempting but failing to generate negative thoughts can lead to stronger attitudes than processing the same message in a more objective manner (i.e., listing whatever thoughts come to mind, positive or negative). In the present research, we test the idea that failure to generate positive thoughts can also lead to stronger attitudes. In this study, all participants received a relatively weak message for a consumer product that normally elicited few positive thoughts. Attitude strength, assessed via certainty, was compared for individuals instructed to generate thoughts objectively versus individuals instructed to generate only positive thoughts. Relative to a control condition, individuals who attempted to generate only positive thoughts and individuals who objectively processed the message both failed to show attitude change. However, although attitudes for all three groups were of equal valence, individuals instructed to generate positive thoughts were more certain of their attitude than were objective processors or controls. These findings are interpreted and discussed in terms of the metacognitions that accompany the failure to generate positive thoughts toward a message.

A83
WHEN DO PERSONAL GOALS PREDICT DAILY BEHAVIOR? ATTENUATION OF GOAL-BEHAVIOR RELATIONS BY NORMATIVE ROLE OBLIGATIONS *Daniel Ozer, Ryan Howell; University of California, Riverside* — The present study explores the relation between personal goals and daily behavior directed at attaining those goals. It also analyzes how this relation may differ when: (1) daily behavior is measured under weak and strong normative demands; and (2) different methods to measure importance of personal goals (operant or open-ended vs. respondent or questionnaire) are used. We expected a

positive relation between academic motivation and time spent performing academic activities. In study 1, all participants reported their behavior of the previous day (always a weekday), but no relation between motivation and behavior was identified. We hypothesized that normative role demands may limit the expression of individuals' motives, and that these demands should be less potent on weekends. In study 2, students reported their behavior on both weekdays and weekends. The absence of a relation between motivation and behavior for weekdays was replicated; but for weekends, students' evaluation of the importance of their academic goals was related to the amount of time spent in activities related to academics. Also while the correlation between the two methods of assessing motivation was small, the pattern of results for the two methods was identical. The weaker the normative pressure on the individual, the stronger the relation between motivation and behavior; and this result obtains across operant and respondent goal assessment methods.

A84
DOWN AND OUT IN LONDON AND NEW YORK: PREDICTING HOMELESS PEOPLE'S UPTAKE OF OUTREACH PROGRAMS
Julie Christian[1], Dominic Abrams[2]; [1]University of Birmingham, UK, [2]University of Canterbury, Kent — Following two decades of research, homelessness still remains a serious social problem demanding substantial resources from city and government services in both the US and UK (Fitzpatrick, Kemp & Klinker, 2000; Toro & Warren, 1999). Although many studies have attempted to address this issue by identifying how people become homeless (Blecher & DiBlasio, 1990; Jahiel, 1992), little is actually known about the psychological factors that motivate this population to use services (Christian, 1998), primarily because housing organizations frequently lack the resources necessary to tackle this problem. To begin addressing this, two prospective studies involved structured interviews with 203 homeless people to examine the impact of sociodemographic variables, prior behavior, and the Theory of Planned Behavior (TPB) variables attitudes, subjective norms, perceived behavioral control, and intention, on uptake of outreach services. Study 1 was conducted in London, and Study 2 involved a comparable sample in New York. In line with previous research, the psychological variables accounted for significantly more variance than the sociodemographic variables, and there was no evidence that the effects of TPB variables were moderated by sociodemographic variables. In London intentions and behavior were most affected by perceived control and subjective norms. In New York they were most affected by attitude and perceived control. These differences may be attributable to different institutional structures and opportunities for uptake of outreach services in the two cities. Sensitivity of the TPB to social context, and implications for intervention strategies are discussed in light of these differences.

A85
ETHICS AND SELF-INTEREST, ME AND YOU
Susanne Peters[1], Kees Van den Bos[1], Ramona Bobocel[2]; [1]Utrecht University, [2]University of Waterloo — Centuries ago the Greek already engaged in the contrast between ethics and self-interest. Humans like to be seen as moral and want to live their lives according to ethical rules, but at the same time they want to live a pleasant life and for this purpose strive for self-interest. Sometimes these two influences work together, but sometimes they don't. In this research we focus on conflicts between ethics and self-interest, namely when people find themselves confronted with arrangements in which their own outcomes are better than those of comparable others. Research by Adams (1965) and others showed that people are moderately satisfied with advantageous inequitable arrangements. Both ethical considerations ("overpayment is unfair") and self-interest considerations ("it's nice to receive a relatively good outcome") play a role in people's satisfaction judgements. But how do people think others will evaluate advantageous inequitable arrangements? Messick et al. (1985) have suggested that people associate themselves more with fair behaviors and that people associate others more with unfair behaviors (cf. Miller & Ratner,

1998). On the basis of these suggestions, we argue that people will think that others evaluate advantageous inequitable arrangements more positively than they will do themselves. We have examined and provided evidence for this hypothesis in two experiments. People think others are more satisfied with arrangements of advantageous inequity and thus react differently to conflicts between ethics and self-interest. People think others are led more by the influence of self-interest, while they are themselves led more by the influence of ethics.

A86
THE OUT-GROUP HOMOGENEITY EFFECT IN CONTEXT
Jennifer Boldry[1], Lowell Gaertner[2], Amanda Amidon[1], Jeff Quinn[3]; [1]Montana State University, Bozeman, [2]University of Tennessee, Knoxville, [3]Texas A&M University, College Station — Research has demonstrated that persons perceive more variability among members of their own groups than among members of other groups (the out-group homogeneity effect; Judd & Park, 1988; Linville, Fischer, & Salovey, 1989). Although the out-group homogeneity effect is often interpreted as a truism of intergroup perception, previous reviews suggest that perceptions of group variability are sensitive to characteristics of the intergroup context and study design (e.g., Linville, Salovey, & Fischer, 1986; Mullen & Hu, 1989; Ostrom & Sedikides, 1992; Park & Judd, 1990). The present study investigated moderators of the out-group homogeneity effect within a meta-analytic framework. Results based on data collected from 96 studies (142 effect sizes) indicated a small but significant out-group homogeneity effect across all studies. Results revealed stronger out-group homogeneity effects among non-minimal than minimal groups and weaker effects among gender groups than other kinds of non-minimal groups. Analyses also revealed stronger out-group homogeneity effects in groups for which membership is ascribed rather than achieved and stronger effects for ratings of group relevant traits than for group irrelevant traits. Out-group homogeneity effects were stronger when individuating information was provided than when no information was provided and when there was anticipation of future interaction with the out-group than when there was not. Finally, out-group homogeneity effects were stronger in studies using either stereotyping or memory measures than in studies using dispersion measures.

A87
NARRATIVE PERSUASION AND OVERCOMING RESISTANCE
Dal Cin, S., Zanna, M. P., Fong, G. T., B. Gibson, University of Waterloo — The study of persuasion has been focused mainly on the impact of rhetorical appeals; for example, advertisements, speeches, and political essays. However, social psychologists have begun to address the importance of narrative communications--the persuasive powers of short stories, novels, and films. Recent research indicates that attitudes can be shaped by messages contained in narratives. Across many cultures, there is a long history of censoring of narratives to prevent persuasion as well as using narratives (such as propaganda films and even fairy tales and fables) to persuade adults and children alike. Thus, it is surprising that until recently, the power of narratives to persuade has been largely overlooked by persuasion researchers and theorists. This paper reviews the literature on narrative persuasion, outlines the important role of narratives as a persuasive tool (especially in overcoming resistance to change), and clarifies some potential differences in the processes underlying narrative and rhetorical persuasion.

A88
THE MALLEABILITY OF STEREOTYPIC BELIEFS: COMBATING IMPLICIT STEREOTYPES ABOUT INGROUPS AND THE SELF.
Shaki Asgari, Nilanjana Dasgupta; New School University, Graduate Faculty — Two experiments examined the extent to which the presence of famous role models influences women's implicit beliefs about their ingroup and themselves. We predicted that exposure to pictures and descriptions of famous women in leadership positions (e.g., Gloria Steinem) or in supportive positions (e.g., Jacqueline Onassis) would

implicitly activate counterstereotypic versus stereotypic beliefs about women respectively. Moreover, these exemplars should have a similar impact on women's implicit self-concept. Results showed first that participants exposed to counterestereotypic female role models were faster at associating women and themselves with leadership qualities compared to those exposed to neutral or stereotypic exemplars. Similarly, participants exposed to stereotypic female role models were faster at associating women and themselves with supportive qualities compared to those exposed to neutral or counterstereotypic exemplars. Second, participants expressed more counterstereotypic beliefs about women and themselves if they viewed the success of the famous women leaders as personally attainable in the future. Likewise, they expressed more stereotypic beliefs if they viewed the success of the famous women supporters as personally attainable in the future. Together these experiments show that seeing women in leadership versus supportive positions make different construals of women and the self cognitively accessible. Moreover, if women perceive the role models' success as personally attainable, then the exemplars influence their implicit self-concept and beliefs about gender even more.

A89

MIXED EMOTIONAL EXPERIENCES *Luis Oceja, Pilar Carrera; Universidad Autónoma de Madrid, Madrid, Spain* – Recently,　　　Larsen, McGraw and Cacioppo (2001) stated that occasionally the experience of emotion is better characterized as bivariate; that is, people are able to feel happiness and sadness at the same time. On the other hand, in their review of dimensions of affect, Russell and Carroll (1999) conclude that bipolarity provides a parsimonious fit to the existing data. Bearing in mind this controversy, we designed an analogical scale in order to explore the possibility of mixed experiences of basic and polar emotions (i.e., happiness and sadness). In the first experiment, participants were asked if they had ever felt two polar emotions. Those who answered affirmatively were also asked to describe the situations and, using the analogical scale, to indicate if they had felt those emotions either taking place at the same time (parallel) or switching rapidly back and forth (sequential). In the second experiment, using as stimulus prototypical situations taken from the first experiment, we analyzed how the person's self-awareness and the intensity of the polar emotions may moderate these mixed emotional experiences. The data is discussed in relation with the circumplex model of affect (Russell, 1980) and the evaluative space model (Cacioppo, Gardner & Berntson, 1997).

A90

PREDICTORS OF EMOTION CONTAGION IN INTIMATE RELATIONSHIPS *Jamie McCreary, Anthony H. James, Amy Brown, Beverly A. Schock; California State University, Stanislaus* – Relational Emotion Contagion occurs when partners mirror one another's emotional expressions and synchronize their behavior accordingly. The purpose of the present study was to explore the relationship between Relational Emotion Contagion and three variables: Interdependence, Attachment Style, and Marital Quality. We hypothesized that interdependence and secure attachment would be associated with both positive and negative contagion, that avoidant attachment would be negatively correlated with both forms of contagion, and that ambivalent attachment would promote negative, but not positive contagion. We also predicted that positive and negative marital quality, when measured separately, would be linked to the strength of positive and negative contagion, respectively. A sample of 64 females and 38 males in long-term relationships provided confidential responses to a demographic questionnaire and five self-report questionnaires. Most hypotheses were confirmed. Positive emotion contagion was correlated with secure attachment, positive marital quality, and low avoidance in attachment relationships, and these variables proved to be independent predictors of positive contagion in a regression analysis. Negative contagion was correlated with interdependence, secure attachment, anxiety about abandonment, and negative marital quality. Regres-

sion analysis identified high interdependence and anxiety about abandonment as the strongest independent predictors of negative contagion. Taken as a whole, these results indicate a need to study positive and negative contagion as separate processes. Since linking one's emotional state with that of the partner promotes behavioral reciprocity, this research may facilitate a better understanding of positive and negative reciprocity cycles in intimate relationships.

A91

AVAILABILITY OF MULTIPLE SELF-CONSTRUALS: THE ROLE OF GENDER AND ETHNICITY *Benah J. Parker, Nancy Felipe Russo; Arizona State University, Main* – In 3 studies, the authors explored the availability of alternate (independent versus interdependent) self-construals as a function of gender and ethnic norms. Specifically, we examined the relationships of gender and ethnicity to interpersonal judgments and tested whether these effects depended on type of identity primed. Participants were randomized to receive either an independent or interdependent prime, then responded to a values inventory and rated the behavior of a target on measures of individualist norm congruence, disapproval, competence, likeability, and punishment. It was hypothesized that individuals whose gender and ethnic norms conflicted on dimensions of independence and interdependence (Anglo females and ethnic minority males) would be more likely to have both independent and interdependent self-construals readily available than would individuals whose gender and ethnic norms did not conflict on this dimension. In Study 1, participants read a scenario and rated a female target who chose to study rather than keep plans made with her sister. In Study 2, the scenario was modified to involve a parent/child relationship rather than a sibling relationship, and both male and female targets were rated on the interpersonal judgment measures. Finally, Study 3 attempted to replicate the findings of Study 2 using only the female target scenario and a modified priming manipulation. Overall, the findings from this series of studies provide support for the hypotheses, and are discussed further in terms of gender roles and norms, multiple social identities, and the possible mental health benefits of having alternate self-construals available.

A92

SEEING THE SELF IN (SOME) OTHERS: PROJECTION WITHIN AND BETWEEN SOCIAL GROUPS *Christian Jordan, Ziva Kunda; University of Waterloo* – Although there is evidence that one's own self-concept plays a role in impression formation, no studies have yet taken into account the full complexity of the self-concept in such processes. Two studies employed an idiographic-nomothetic design, drawing materials from participants' own spontaneous self-descriptions, to study processes of projection both within and across social groups. Study 1 found that participants projected their own characteristics onto an interaction partner who they believed shared some common characteristics with them—that is, they erroneously remembered greater similarity between the self and other than was warranted by available information when the other was said to resemble them, relative to when the other did not (yoked controls). This projection, however, was eliminated when the other belonged to a different gender and race. Study 2 replicated the projection finding, and further found that participants did not project to their interaction partner when they learned he or she was of a different race after they learned of similarities between the self and the other (relative to when they learned of his or her race before learning about similarities). This suggests that the salience of social category membership may moderate the extent to which the self is used to understand others—when one is acutely aware of the other's differing group membership, projection may be attenuated. Study 2 also provided convergent evidence of projection, with parallel findings found on measures of participants' subjective sense of knowing their partner, and their level of comfort in predicting their partner's novel behaviors.

A93

STRUCTURE OF RELATIONAL COLLECTIVISM/INDIVIDUALISM WITH INGROUPS: CONFIRMATORY FACTOR ANALYSES WITH 6 CULTURAL GROUPS *Eun Rhee[1], Emily Mull[1], James Uleman[2], Marci Gleason[2]; [1]University of Delaware, [2]New York University* – We examined the structure of relational collectivism (R-col) and individualism (R-ind) and whether participants' orientations depend on the ingroups involved. The sample consisted of 1247 college students from Argentina, China, Japan, Korea, and the U.S. (Asian and European Americans). The measure consisted of 120 items which assessed emotional, supportive, achievement, and identity R-col and R-ind for 3 ingroups: family, relatives, and friends. Confirmatory factor analyses tested how well 3 models that differ in the dimensionality of R-col and R-ind fit the covariance matrix of the 6 cultural groups. Model 1 (1 latent factor, R-col and R-ind as a bipolar dimension) and Model 2 (2 latent factors, R-col and R-ind as separate dimensions) were poor fitting models, $X2 > 11454.77$, $p < .001$, $X2/df > 5.0$. Model 3 (3 latent factors, R-col and R-ind as a bipolar dimension for each ingroup; $X2(1743) = 5616.23$, $p < .001$, $X2/df = 3.22$) fit the data significantly better than Model 1 (chi-square difference, $X2(21) = 5838.54$, $p < .001$). The factor loadings ranged from .35 to .82 for R-col and from -.24 to -.85 for R-ind subscales. Intercorrelations for R-col/R-ind for the 3 ingroups ranged from -.05 to .55 within the 6 cultural groups. These findings suggest that R-col and R-ind may be one-dimensional for each ingroup but people's orientations do not generalize across the ingroups.

A94

THE EFFECTS OF AFFECTIVE EXPERIENCE ON THE PROCESSES AND OUTCOMES OF STOCK INVESTMENT DECISION MAKING. *Myeong-Gu Seo, Lisa Feldman Barrett; Boston College, Chestnut Hill* – In this study, we explored the critical role of affective experience in stock investment decision making using an Internet-based stock investment simulation combined with an experience-sampling procedure. Participants visited a designated web site each day for 10 consecutive business days, viewed relevant market information (Dow, NASDAQ, and S&P500) and stock information (current price, past trends, performance, risk, and growth potential) updated everyday, checked their investment performance based on the previous day's decisions, finally made decisions of which stocks they will sell or buy among the stocks that had been selected for the simulation. At various points in this process, they also reported on their affective experience and goal orientation. The magnitude of a participant's reward at the end of the simulation varied depending on their performance. We used Hierarchical Linear Modeling (HLM) to analyze the day-level data (level-1) nested within individuals (level-2). The results generally supported our hypotheses. Core affective experience (pleasure -displeasure and activation – deactivation) at the moment of decision making influenced types of information paid attention to (x or y), types of goal frames adopted (approach or avoid), probability and utility judgments of possible performance outcomes, and ultimately, several important patterns of investment decision making, such as the level of risks chosen (defensiveness-aggressiveness), the amount of stocks traded in response to changes in market indices (overreaction-underreaction), and the amount of time spent for decision making. We also found evidence of individual differences in the effects of affective experience on several core processes and outcomes of investment decision making.

A95

PERCEIVED ENTITATIVITY AND THE BLACK-SHEEP EFFECT *Amy C. Lewis[1], Steven J. Sherman[2]; [1]University of Utah, [2]Indiana University, Bloomington* – Although ingroup favoritism is a robust effect, there are notable exceptions. For example, the black-sheep effect indicates derogation of negative ingroup members, whereas the outgroup extremity effect indicates derogation of negative outgroup members. The current research attempts to reconcile these contradictory effects. We propose that the contradiction between outgroup derogation and ingroup derogation can be resolved by examining the perceived entitativity of the groups in question. Negative ingroup members from groups with high perceived entitativity may pose a significant threat to the perceiver's social identity that can be alleviated by denigrating the target (i.e., the black-sheep effect). Participants evaluated high or low quality essays attributed to ingroup and outgroup members. When evaluating targets from the low perceived entitativity groups (i.e., sections of introductory psychology), participants did not differentiate between ingroup and outgroup members as a function of essay quality (mean differences of -.54 and .13 for high versus low quality), $t(51) = .75$, ns. As predicted, when evaluating targets from the high perceived entitativity groups (i.e., chapters of fraternities and sororities), the expected pattern of ingroup extremity emerged, showing a positive bias toward the ingroup member as opposed to the outgroup member when evaluating high quality essays (mean difference = 1.29) and a negative bias when evaluating the low quality essays (mean difference = -.54), $t(51) = 2.0$, $p < .05$. The results confirmed that ingroup extremity only occurred with the high perceived entitativity groups. These results confirm and provide explanations for ingroup denigration.

A96

ANXIOUS ATTACHMENT, PERCEPTIONS OF THREAT TO ROMANTIC RELATIONSHIPS, AND BEHAVIOR IN POTENTIALLY THREATENING SITUATIONS *Lorne Campbel; University of Western Ontario* – According to Attachment Theory, more anxiously attached individuals are uncertain of the availability of their attachment figures, and are concerned about the stability of their romantic relationships. Concern about relationship stability should be intensified in situations that are perceived as being threatening to romantic relationships, and should exacerbate emotional responses such as jealousy and anxiety. In the present research, two independent samples totaling 233 heterosexual dating couples completed scales measuring their attachment orientations and perceptions of threat to the current relationship. Additionally, one sample of 104 dating couples were randomly assigned to an experimental context that could either be perceived as more or less threatening to their relationship (i.e., their partner ostensibly being interviewed by an attractive or unattractive member of the opposite sex). The behavior of both members of the dyad was unobtrusively videotaped prior to the commencement of the interviews, and 3 independent raters coded this behavior in terms of how jealous and anxious each person appeared to be. Participants also self-reported their level of jealousy and anxiety. Supporting predictions, results showed that more anxiously attached individuals reported more overall perceptions of threat to their relationship. In the experimental phase of the study, more anxiously attached individuals both appeared more jealous and anxious, and self-reported more jealousy and anxiety, but only when their partners were about to be interviewed by an attractive member of the opposite sex. These results provide empirical support for theoretical predictions regarding anxious attachment and relationship processes.

A97

TRANSACTIVE MEMORY DEVELOPMENT: USING MAJOR AND SEX INFORMATION *Traci Craig; University of Idaho, Moscow* – Transactive memory (Wegner, 1987) refers to a human memory system used by dyads or groups, wherein efficiency is achieved by making particular group members responsible for particular categories of information. Transactive memory systems can develop via explicit negotiation. However, in the absence of explicit negotiation, stereotypes will be used to presume who is expert in a certain domain. Sex-stereotypes might be a primary source of information used to implicitly establish expertise domains, but information about major of study should also be incorporated. Partner's sex and major should influence which words in a memory task a participant would assign to a partner and which words they would take for themselves. Participants were asked to remember a list of words presented in either a masculine or feminine context or in one of two major contexts. Participants made private judgments about who

would be responsible for recalling that word. Results revealed a two-way interaction between Partner Sex and Gender Context, $F(1, 174)=6.57$, p<.01. Participants with female partners (M=7.01) took responsibility for fewer feminine context words than those with male partners (M=8.10). A two-way interaction between Partner's Major and Major Context, $F(2, 148)=2.93$, p<.05, was such that participants with partners who were liberal arts majors took responsibility for more science and technology words (M=4.07) than liberal arts context words (M=2.92). Sex stereotypes, as well as major information, do play a role in implicitly establishing transactive memory systems. Specifically, perceptions of a partner's major and sex are used to infer expertise and determine responsibility.

A98
COMPLEMENTARITY OF INTERPERSONAL BEHAVIORS IN DYADIC INTERACTIONS *Patrick Markey[1], David Funder[2], Charlotte Markey[1]; [1]Rutgers University, Camden, [2]University of California, Riverside* – An important assumption of interpersonal theory is that during interactions the behaviors of one person tend to invite complementary behaviors from the other person. Past research examining the optimal definition of complementarity has tended to use either confederates or fictitious interaction partners in their designs and have produced inconsistent results. The current study used observational ratings of behaviors of 158 participants as they interacted with each other across three different dyadic social situations. Using randomization tests of hypothesized order relations it was found that the behaviors exhibited during these interactions tended to occur in a circular pattern predicted by the interpersonal circumplex. Randomization tests also indicated support for Leary's (1957) orientation of the control and affiliation dimensions of the interpersonal circumplex and Carson's (1969) notion that dominant behavior induces submissive responses and friendly behavior encourages friendly responses.

A99
PERSONALITY AND PUBERTAL DEVELOPMENT AS PREDICTORS OF GIRLS' HEALTH: DEVELOPMENTAL TRENDS *Charlotte Markey[1], Patrick Markey[1], Barbara Tinsley[2], Andrea Ericksen[2]; [1]Rutgers University, Camden, [2]University of California, Riverside* – While pubertal development is often conceptualized as a disruptive transition leading to declines in girls' health, it is also possible that this developmental period facilitates the pronounced expression of individual differences, resulting in changes in girls' health. In order to better understand the developmental significance of girls' pubertal development and their personalities, the present study investigated the relative importance of girls' pubertal development and personality traits in predicting their psychological and behavioral health across two years. Sixty-seven girls' personalities (maternal reports of the Five-Factor Model), pubertal development, and psychological and behavioral health (depression and participation in risky behaviors) were assessed. All predictors and outcomes were measured when girls were in 5th and 6th grade (mean age = 10.72 and 11.74 years, respectively), allowing for longitudinal analyses across one year. Results indicated a developmental trend with pubertal development being more consequential for girls health at the onset of puberty (in 5th grade), and personality being more important later as girls equilibrated to puberty (in 6th grade). Findings revealed two potentially distinct developmental trends with girls' personality traits becoming more important predictors of their psychological and behavioral health as they progressed through early adolescence. These findings are discussed in terms of their theoretical implications as well as their potential to benefit intervention and prevention efforts seeking to identify girls most at risk for negative psychological and behavioral health outcomes.

A100
PERCEPTIONS OF RISK IN INTIMACY: COUPLE COMMUNICATION AND RELATIONSHIP SATISFACTION *Amy Brunell, Constance Pilkington, Philip Kray; The College of William and Mary* – Intimate disclosure is an important component of satisfaction in a romantic relationship. In the present study, it was proposed that the higher one's perception of risk in intimacy, the less intimate one would be in the relationship, the less trusting one would be of one's partner, and the less satisfied one would be in the relationship. 64 heterosexual couples discussed topics of a personal nature in the laboratory. These conversations were rated for depth by 2 coders who were blind to the participants' score on the Risk in Intimacy Inventory (RII; Pilkington & Richardson, 1988). Participants also completed the Emotional Self-Disclosure Scale (ESDS; Snell, Miller, & Belk, 1988), the Interpersonal Trust Scale (ITS; Rempel, Holmes, & Zanna, 1985), and a measure of relationship satisfaction. It was found that those who scored higher on the RII were not rated by coders as being less intimate than those who scored lower on the RII. However, high-RII people perceived themselves and their partners as being less intimate in the conversation, reported being less trusting of their partners, and were less satisfied in the relationship than were low-RII individuals. Reasons for these findings are discussed.

A101
SELF-ESTEEM AND APPROACH/AVOIDANCE SOCIAL GOALS *Amy Strachman, Shelly Gable; University of California, Los Angeles* – Compared to individuals with high self-esteem, those with low self-esteem tend to have less satisfying dating relationships (Hendrick, Hendrick, & Adler, 1988) and marriages (Fincham & Bradbury, 1993). Murray, Holmes, and Griffin (2000) have shown that low self-esteem individuals continuously find fault in their partners or relationships in order to distance themselves from possible rejection. It was hypothesized that social goals mediate the association between low self-esteem and relationship satisfaction. In particular, it was hypothesized that individuals with a low self-esteem are more likely than those with high self-esteem to adopt social goals that are focused on avoiding negative outcomes (avoidance goals) than goals focused on obtaining positive outcomes (approach goals). In addition, avoidance goals were predicted to negatively bias the interpretation of events in relationships. Study 1 was a large cross sectional study (n = 498) that established a correlation between low self-esteem and the adoption of avoidance social goals. Studies 2 and 3 examined the relationships between approach and avoidance goals and the interpretation of ambiguous social information. Study 2 measured the strength of participants' current approach and avoidance goals and Study 3 manipulated approach and avoidance goals. Results indicated that avoidant social goals were associated with more negative interpretation of ambiguous relationship scenarios, and more internal, stable attributions for negative behaviors.

A102
THE ROLE OF SELF-MONITORING IN STEREOTYPE-TO-BEHAVIOR EFFECTS *Kenneth G. DeMarree[1], S. Christian Wheeler[2], Richard E. Petty[1]; [1]Ohio State University, [2]Stanford University;* – Wheeler & Petty (2001) posit that stereotype activation can sometimes alter behavior by temporarily changing perceptions of the self. One way that this may occur is through the inclusion of the activated stereotype content in the self. Because self-monitoring predicts attention to internal states and comparison with others, it could moderate the effect of stereotype activation on behavior. Low self-monitors, whose behaviors are consistent with their internal states, should assimilate to the activated stereotype content. High self-monitors habitually engage in comparison with social targets, and so they should be more likely to contrast from discrepant stereotypes. Two studies were conducted to examine these hypotheses using a persuasion paradigm. The first study showed that prime-induced elaboration differences were moderated by self-monitoring. Participants low in self-monitoring displayed greater elaboration when primed with the pro-

fessor stereotype, and lower elaboration with a supermodel prime. The opposite pattern was obtained for high self-monitors. The second study used a self-schema matching paradigm to test the hypothesis that the activated stereotype may be seen as self-relevant for low self-monitors. Participants low in self-monitoring displayed greater elaboration compared to control conditions when an advertisement was framed to match the activated African American stereotype. Results are discussed with respect to self-concept overlap and the differential information processing strategies used by high and low self-monitors.

A103
THE IMPACT OF RELATIONSHIP DISSOLUTION ON THE SELF: IMPLICATIONS FOR SELF-CONCEPT, SELF-ESTEEM, AND SELF-CONSTRUALS *Gary Lewandowski Jr.*[1], *Arthur Aron*[2]; [1]*Monmouth University*, [2]*State University of New York, Stony Brook* – The present study provides a test of a proposed integrative theory for how relationship dissolution affects the self based on Aron & Aron's (1986) self-expansion model. The proposed theory states that the loss of a relationship that was highly expanding to the self results in contraction of the self due to the loss of resources, perspectives, and identities formerly provided by the partner. In contrast, the loss of a relationship that was not highly expanding to the self results in enhancement to the self due to new opportunities and experiences that were not previously available. A longitudinal design tested this theory, as well as hypotheses related to other models such as the sociometer perspective of self-esteem (Leary, Tambor, Terdal, & Downs, 1999), and relationship interdependent self-construals (Cross, S., Bacon, P., & Morris, M., 1999). The results suggest that the self is affected by relationship loss, both positively and negatively, and that these changes are related to levels of pre-dissolution self-expansion. Relationship dissolution also affected individual's self-esteem depending on the level of perceived inclusion/exclusion by others such that perceived inclusion was associated with higher self-esteem post-dissolution. Also, those who experienced dissolution experienced a change in their self-construal such that they became less interdependent (or more relationship independent) following the break-up. This research represents an important first step in the future understanding of how relationship dissolution affects the self.

A104
USING HEURISTICS AND BIASES TO UNDERSTAND HOW CONSUMERS PERCEIVE HERBAL MEDICINES *Erica Carlisle, Eldar Shafir; Princeton University* – Americans spent nearly $4 billion dollars on herbal medicines such as Echinacea and St. John's Wort in 1998. We are interested in whether JDM can help us understand why consumers use herbal medicines. In Study 1, we investigated whether people are susceptible to illusory correlations when evaluating efficacy information. We expected that herbal medicine users would perceive an herbal medicine as more effective compared to a prescription medicine, but that the reverse would hold for non-herbal-users. As expected, frequent herbal users perceived the herbal drug as more effective than it was, and the prescription drug as less effective than it was. The opposite held true for non-users and infrequent users. In a nationally representative telephone survey (n=531), we have found that the primary reason people give for why they use herbal medicines is that herbals are "natural." People seem to use naturalness like a heuristic, a cue upon which hasty judgments are made. Like other heuristics, this one can lead to errors. In Study 2 we wanted to determine whether some people are willing to accept more risk, in the form of more side effects or lowered effectiveness, to obtain an herbal medicine, despite the fact that what was appealing about the herbal was its harmlessness. We found that herbal medicine users were willing to accept lower effectiveness and more side effects to get an herbal drug than non-users were. Other findings from our survey support these results.

A105
CHILDREN'S STEREOTYPES AND MEMORY FOR BEHAVIORS OF INGROUP AND OUTGROUP MEMBERS *Barry Corenblum; Brandon University* – Minority and majority group children's memory for behaviors that varied in consistency and valence with ingroup and outgroup stereotypes was examined. Consistent with research on memory for stereotypic-relevant information, study one found that EuroCanadian children recalled more positive than negative behaviors about ingroup members but reversed that pattern in recalling behaviors attributed to outgroup members. Native American children showed outgroup favoritism in recall, recalling more negative than positive behaviors about ingroup members but reversing that pattern in recalling behaviors attributed to outgroup members. Study two found that such biases occurred at encoding, and study three reported that ingroup favoritism was not associated with individual difference variables suggested to influence processing group-relevant information (e.g. attitudes toward ingroup members, self-esteem), but was related to developmental factors: more behaviors attributed to ingroup than outgroup members was remembered particularly among cognitively mature children. Results reported in study four suggest that a change in cues that make stereotypes accessible can reduce or reverse outgroup favoritism among children from low status groups. Native American children living on a Native reserve and attending a Native-run school recalled a similar number of positive and negative behaviors about ingroup members but more negative than positive behaviors about EuroCanadians. Stereotypes held by high status others are available to children from both groups, and are made accessible by cues present in the situation. Group status and level of cognitive development, however, are associated with consequences of using similar representations to process information about ingroup and outgroup members.

A106
BOOSTING LOW SELF-ESTEEM INDIVIDUALS' FEELINGS ABOUT THEIR RELATIONSHIPS WITH SHARED VALUES AFFIRMATION *Christine Lomore*[1], *Steven Spencer*[2], *John Holmes*[2]; [1]*St. Francis Xavier University*, [2]*University of Waterloo* – Low self-esteem individuals (LSEs) tend to be involved in less satisfied relationships than high self-esteem individuals (HSEs) (Fincham & Bradbury, 1993). Murray, Holmes, and Griffin (2000) argue that LSEs have chronically low reflected appraisals (i.e., they do not feel valued by their partners), which may lead them to behave defensively, preventing them from seeing their relationships in a positive light. The Dependency Regulation Model suggests that people who have low reflected appraisals limit how close they allow themselves to get to their partners, which has negative implications for their satisfaction and perceptions of their relationships. The goal of the current study was to boost LSEs feelings about their partnerships by affirming their relationships (Steele, 1988). Participants were asked to describe a value that they either shared with their partners (shared values condition), did not share with their partners (unshared values condition) or that were personally unimportant to both self and partner (control condition). LSE participants in the shared values affirmation group reported feeling closer to, and more in love with their partners than those in the unshared and control groups. Importantly, LSEs in the shared values group also showed increased activation of their implicit acceptance schemas relative to the other groups, suggesting that after thinking about a value that they shared with their partners, they felt more implicitly accepted by their partners. No differences emerged for HSEs. Results suggest that focusing on their partnerships rather than themselves may provide LSEs with a sense of security in their romantic relationships.

A107
SAYIN' IT SOUTHERN: PERCEPTIONS OF SOUTHERNERS AND THE SOUTHERN ACCENT *Keisha Burdick, Marianne LaFrance; Yale University* – Perceptions about Southerners in the United States were investigated. Participants either listened to or read a standardized self-

description of either a Southern target or a target from an unspecified region. Compared to region-unspecified targets, Southern targets were ascribed lower socioeconomic status and perceived to have more traditional social attitudes. They were also seen as more likely to prescribe to culture of honor norms. Moreover, Southern and non-Southern perceivers showed considerable agreement in their perceptions of Southern targets. Finally, Southern-accented speech elicited lower ratings of socioeconomic status than did written indication of the target's regional identity. Findings are discussed in terms of the power and persistence of Southern stereotypes and the unique "information" conveyed by accented speech.

A108

THE GAZE OF THE OPTIMIST *Derek Isaacowitz; Brandeis University* – Do optimists really have rose-colored glasses? While traditional lay views consider the optimist to be an individual who sees the world in a particular way, recent work in personality psychology has fallen into two primary camps: first, that optimists are master spin doctors that attend to and cope well with negative information (Aspinwall, Richter, & Hoffman, 2001); and second, that optimists show preconscious attentional biases in favor of positive information and away from negative information (Segerstrom, 2001). The current study aimed to look more closely at the attentional biases of optimists and pessimists with regard to negative stimuli using an eye tracker (ASL 504 with Magnetic Head Tracking) to assess visual attentional preferences in real-time. Participants, 50 undergraduate students, completed self-report measures of optimism and then had their eye tracked as they viewed images of skin cancer, matched schematic line drawings showing the contours of the cancer but without the actual cancer, and neutral faces for 15s each. Optimistic individuals looked less at the skin cancer images than did pessimists, even controlling for attention to the matched schematic drawings as well as for perceived self-relevance of skin cancer. No attentional differences between optimists and pessimists emerged for the neutral faces. These results suggest that optimism may exert its effects relatively early in information processing.

A109

CONTACT, ANXIETY, AND PERSPECTIVE TAKING AS PREDICTORS OF IMPLICIT AND EXPLICIT BIASES *Christopher Aberson, Sarah Haag, Carl Shoemaker, Christina Tomolillo, Jennifer Smith; Humboldt State University* – This study examined interethnic contact, anxiety, and perspective taking as predictors of implicit and explicit prejudice towards African Americans. Participants completed an implicit association task assessing reaction to African Americans. Participants also completed a questionnaire including the modern racism, diversity, and discrimination scales (explicit bias); contact measures including quality (i.e., Allport's conditions), quantity, opportunity, and intergroup contact (i.e., viewing friends as typical outgroup members); and measures of intergroup anxiety and ability to understand the outgroup's perspective. Using these variables, we proposed a model predicting explicit and implicit biases from the contact, perspective taking, and anxiety measures. Participants included 88 white undergraduates. Analyses produced a path model that fit the data well, chi-square (9) = 12.8, p = .17, robust CFI = .98. For implicit bias, amount of contact and intergroup aspects of contact were the strongest predictors. Intergroup contact results indicated that perceiving friends to be representative of African Americans in general produced greater implicit bias. Thus, individualizing outgroup members may reduce implicit biases. Greater amounts of contact related to reduced implicit prejudice, suggesting that multiple contact experiences reduces the strength of stereotypes. Greater contact quality predicted reduced explicit but not implicit bias, possibly indicating changes in the expression of bias but not internalization of attitudes. Neither anxiety nor perspective taking predicted either type of bias. Results highlight the differences between implicit and explicit measures of bias and provide several suggestions for future investigation.

A110

IF YOU'RE HAPPY AND YOU KNOW IT, WILL YOUR FACE SURELY SHOW IT?: THE ILLUSION OF TRANSPARENCY IN FACIAL EXPRESSIONS OF EMOTION *Anna MacIntosh[1], Kenneth Savitsky[2]; [1]University of Virginia, [2]Williams College* – Individuals sometimes believe that internal states they attempt to keep hidden "leak out" and are apparent to others more than is actually the case, a phenomenon known as the "illusion of transparency." We expand upon previous research by documenting the illusion when individuals attempt to convey, rather than conceal, their internal states. We also provide evidence that the illusion stems from a process of anchoring and adjustment wherein individuals anchor on their own, rich phenomenological experience and adjust insufficiently when anticipating others' perspectives. Specifically, individuals asked to convey emotional states via their facial expressions overestimated the extent to which they had done so, and the magnitude of this tendency was related to the degree to which they experienced the emotions they portrayed. Discussion focuses on the illusion of transparency as an example of a broader egocentrism in social judgment.

A111

VALIDATION OF A COMPUTERIZED ADAPTIVE VERSION OF THE SCHEDULE FOR NONADAPTIVE AND ADAPTIVE PERSONALITY (SNAP-CAT) *Leonard Simms; University of Iowa* – A computerized adaptive (CAT) version of the Schedule for Nonadaptive and Adaptive Personality (SNAP), a measure of 15 relatively unidimensional traits relevant to personality disorder, was validated on a sample of 413 undergraduates. CAT is a technique that permits tests to be individually tailored to test-takers and often results in significant item and time savings with little or no loss of test reliability or validity. Participants completed the SNAP twice, separated by one week, and were randomly assigned to one of four groups who completed: (1) a modified paper-and-pencil version of the SNAP (SNAP-PP) twice (n = 106), (2) the SNAP-PP first and the SNAP-CAT second (n = 105), (3) the SNAP-CAT first and the SNAP-PP second (n = 102), and (4) the SNAP-CAT twice (n = 100). Results indicated that participants completed the SNAP-CAT 58% and 60% faster than the traditional paper-and-pencil version, at Times 1 and 2, respectively. Moreover, these savings came with minimal cost to reliability or validity, and the two test forms yielded largely similar psychometric features. In particular, descriptive statistics, rank-ordering of scores, internal factor structure, and convergent/discriminant validity were highly comparable across testing modes and methods of scoring, with very few replicated differences between modes. In addition, participants overwhelmingly preferred the SNAP-CAT to the SNAP-PP. Thus, the SNAP-CAT appears to be a viable alternative to the traditional paper-and-pencil SNAP.

A112

OPTIMISM AND PERSUASION: THE VALENCE-ENHANCEMENT HYPOTHESIS *Andrew Geers[1], Amber McLarney[1], Kristin Kosbab[1], Kimberly Grower-Dowling[1], Ian Handley[2]; [1]University of Toledo, [2]Ohio University* – The Valence-Enhancement Hypothesis (VEH; Geers, Handley, & McLarney, 2002) argues that, due to their active coping strategies, optimists focus and elaborate more on personally relevant valenced information than pessimists. As a result, it predicts that optimists will be more persuaded by personally relevant positive messages and will be less persuaded by personally relevant negative messages than pessimists. When the message is not personally relevant, it predicts that optimism and persuasion will not be related. The purpose of the present research was to test the VEH. To accomplish this, undergraduates (varying in their level of optimism) read and evaluated one of four persuasive messages. Half of the messages were positively framed, whereas the others were negatively framed. Orthogonal to this manipulation, half of the messages were personally relevant for the students, whereas the other half were not (both manipulations were confirmed by manipulation checks). Con-

sistent with the VEH, there was a significant Optimism X Message Valence X Personal Relevance interaction (p=.01). Specifically, when the message was personally relevant, attitudes towards the positive message increased as optimism increased, whereas attitudes towards the negative message decreased as optimism increased. Also as predicted, participants' attitudes did not reveal this same interaction in the low-relevance condition. Finally, participant's valenced thoughts produced the same significant three-way interaction (p=.008) and also mediated the effect of optimism and message valence on the attitudes of the self-relevant participants. These data provide strong support for the VEH and demonstrate the importance of considering optimism in the attitude-change process.

A113
TYPE-NOUN FACTORS: AN ALTERNATIVE ROUTE TO PERSONALITY-ATTRIBUTE STRUCTURE *Gerard Saucier; University of Oregon, Eugene* – Studies of the language of personality have been fruitful for bringing comprehensiveness and better content validity to structural models of personality attributes. However, virtually all previous studies have focused on adjectives (e.g., Kind, Sloppy) rather than type-nouns (e.g., Rebel, Loner). Frequency-of-use ratings were used to reduce 1,947 English type-nouns to a prime set of 377. University students (N=607) used these 377 type-nouns to describe either themselves, a liked other, or a disliked other person (1/3 of each). Exploratory factor analyses indicated as many as 10 sizable, interpretable factors, but considerable variation in factor structure between subsamples. The clearly dominant and most robust factor among the type-nouns was a 'Social Unacceptablity' factor akin to the 'Negative Valence' factor in previous studies. Correlations with factor markers indicated poor one-to-one correspondence of type-noun factors with the Big Five (mean replication r .49), and much variance 'beyond the Big Five.' A lexical two-factor structure derived in other studies from adjectives was better supported (mean replication r .63). Type-noun description appears especially prone to focus on sexuality, drug and alcohol use, and many type-nouns are apparently used to define classes of persons who are socially intolerable, often with labels that suggest a degree of dehumanization. The development of personality taxonomies would likely have taken a different path had it begun with type nouns.

A114
WHEN IS A CRIME STEREOTYPIC? *Jeanine Skorinko, Barbara Spellman; University of Virginia* – Stereotypes pervade our thinking and influence our judgments. Such processes may have important consequences in the courtroom, where the stereotypicality of a crime can affect perceptions of guilt (e.g., a White embezzler is seen as guiltier and given a harsher sentence than a Black embezzler; Gordon, 1990). To sensibly study the effects of extralegal variables (e.g., race) in the courtroom, we need a better depiction of which crimes are perceived as stereotypic for which group(s). We thus had two goals: empirically, to examine which crimes hold stereotypic associations, and theoretically, to evaluate different measures of stereotypicality. A total of 178 college students (107 women, 71 men) were given a list of "types" of people and half of a list of 55 crimes. For each crime, they indicated which type(s) of people society believes is most likely to commit the crime. The types included people grouped by: ethnicity (e.g., African-Americans), gender, SES, sexual orientation, and age. Most crimes are associated with a particular group or groups. Also, most groups are associated with several different crimes. Women, however, are seen as perpetrators of few crimes. Finally, respondents of different backgrounds hold different stereotypes for some crimes. Researchers studying the stereotypicality of traits have used different measures including relying on frequency (e.g., Katz-Braly checklist, see Devine, 1995), consistency (Hopkins & Cable, 2001), and diagnosticity (McCauley & Stitt, 1978). To call a crime stereotypic, however, and to manipulate that stereotypicality in an experiment, we believe that both prevalence and uniqueness of the responses must be considered.

A115
SELF-AWARENESS, SOCIAL AND PERSONAL IDENTITY *Dora Capozza, Rossella Falvo, Zira Hichy; University of Padova* – The aim of the two studies is to analyze the effects of self-awareness (Duval & Wicklund, 1972) on social and personal identity (Abrams, 1994, 1999). Participants were 160 psychology students. In Study 1, the intergroup relation was: students of psychology vs. students of medicine. We created four experimental conditions. In one condition (Intergroup), respondents were told that we were interested in mutual perceptions of students belonging to different faculties, in particular, in mutual perceptions of psychology and medical students. In the Threat condition, participants were also told that, in general, students of medicine have a negative opinion of those of psychology. In the Representative condition, respondents had to think of themselves as representing their faculty in committees including students of different faculties. Finally, in the Personal condition, it was stressed that we were interested in the differences among the opinions of psychology students. Eighty participants responded sitting in front of a mirror, 80 in a no-mirror condition. The experimental design was 4x2 (between-factors). As expected, self-attention (the mirror) increased self-stereotypicality in the Threat condition; it decreased identification and ingroup bias in the Personal condition. Contrary to the hypotheses, in the Representative condition, self-attention decreased identification and commitment towards the ingroup. Study 2 (N = 60) shows that the results obtained in the Representative condition do not depend on the status of the ingroup.

A116
THE INGROUP OVEREXCLUSION EFFECT: THE ROLE OF GROUP IDENTIFICATION AND GROUP ENTITATIVITY *Eléonore Seron[1], Vincent Y. Yzerbyt[1], Emanuele Castano[2]; [1]Catholic University of Louvain, La Neuve, Belgium, [2]University of Kent at Canterbury* – We investigated the impact of group identification and ingroup entitativity on the ingroup overexclusion effect (Leyens & Yzerbyt, 1992; Yzerbyt, 1990; Yzerbyt, Leyens & Bellour, 1995). We hypothesized that group members who identify strongly with their ingroup would use more stringent criteria than low identifiers for accepting an individual as an ingroup member. Moreover, we predicted that the emergence of the ingroup overexclusion effect would be mediated by the perception of ingroup entitativity. Participants received a list of typical ingroup and typical outgroup traits and selected the traits that they thought necessary for a person to be a member of the ingroup or a member of the outgroup. Results confirmed that more traits were retained for the ingroup than for the outgroup target. Also, participants showed their sensitivity to the stereotypical definition of the group by selecting more traits typical of the target group than traits typical of the other group. More important, the high identifiers selected the greatest number of typical traits when defining the ingroup target. Finally, the perception of group entitativity mediated the impact of group identification on the ingroup overexclusion effect. These findings are discussed in light of the growing interest for the alternative strategies aimed at preserving (positive) group identity.

A117
IMPLICIT RELATIONSHIP SATISFACTION AND THE PREDICTION OF ACCOMMODATION *Kimberly Burton, John Lydon, Erika Patall; McGill University* – Self-reported relationship satisfaction has commonly been examined as an outcome variable in relationships research. However, it is now increasingly being used as a predictor of relationship preserving strategies. For example, satisfaction can predict positive illusions, as well as attributions made about a partner's negative behavior. Evidence from social cognitive research, however, suggests that self-reports may not always provide maximal information for the prediction of related behavior. Therefore, we sought to create an implicit measure of relationship satisfaction, following the principles of attitude accessibility. Because relationship maintenance, such as accommodation, appears to require effort and control, we reasoned that implicit satisfac-

tion, which may operate more automatically, could be most observable as a predictor of accommodation when one's available effort is reduced. Therefore, a study was conducted in which both explicit and implicit satisfaction were measured prior to a high versus low ego depletion manipulation. Explicit satisfaction was assessed using self-reports, whereas implicit satisfaction was assessed measuring participants' response latencies to positive affect words after the mental activation of their relationships. Results revealed that in the high ego depletion condition, those low in both explicit and implicit relationship satisfaction were later less willing to accommodate their partners' transgressions. More focused analyses showed that the measures of implicit and explicit satisfaction were not correlated, but that they were independently significant predictors of accommodation. Results suggest that individuals' implicit relationship satisfaction may be important to consider when examining maintenance strategies, and provide further insight into the mental processes involved in such behaviors.

A118

THE SOCIAL DYNAMICS OF A CULTURAL UPHEAVAL: SOCIAL INTERACTIONS IN THE AFTERMATH OF THE SEPTEMBER 11 ATTACKS ON AMERICA *Matthias Mehl, James Pennebaker; University of Texas, Austin* — The psychological study of real-life disasters is restricted by a number of methodological obstacles. Consequently, virtually no empirical information is available on how cultural upheavals affect people's social life. How people interact with each other after a collective trauma, however, has serious theoretical as well as practical implications. Using the Electronically Activated Recorder (EAR), a new methodology for sampling behavioral data in naturalistic settings, we tracked the social life of 15 people by recording 30-second snapshots of ambient sounds in their immediate environment approximately every 12 minutes, 24 hours a day. Participants wore the EAR continuously for 10 days from September 11. Pre-911 baseline data was available for all participants. Analyses of the coded sound information showed that while participants did not change in their overall amount of interactions after the events, they gradually shifted from group conversations and phone calls to more personal dyadic interactions. A relative increase in personal dyadic interactions and decrease in group conversations over the first 10 days after September 11 was related to better psychological adjustment to the events in a follow up. The findings have relevance for our understanding of stress and affiliation and, from a more practical perspective, information transfer and potential disease transmission pathways in the face of disaster.

A119

PERCEIVED RISK OF SEXUAL ASSAULT AMONG PREVIOUSLY VICTIMIZED AND NON-VICTIMIZED COLLEGE WOMEN: A MEDIATIONAL ANALYSIS *Amy Brown; Miami University* — Personal experience with a traumatic event has the power to reduce or even eliminate optimistic bias, typically by increasing one's personal risk perception. The primary purpose of the present study was to understand why this occurs. Perceived controllability, negative affect, and stereotype similarity (overlap between the self and one's mental image of a stereotypical victim) were examined as possible mediators of the relationship between personal experience with sexual assault and optimistic bias. Three hundred thirty-nine college women were surveyed regarding their sexual assault history, as well as their perceptions of risk, controllability, and stereotype similarity regarding sexual assault; they also completed a measure of psychological distress. Although sexual assault victims were no less biased than non-victimized women, they did perceive greater absolute risk. This relationship was mediated most strongly by stereotype similarity, indicating that women who had previously been victimized felt more vulnerable to a future attack largely because they imagined a stereotypical victim that was in some way similar to the self.

A120

THE SCHOOL COMPETENCY CONTINGENCY OF WORTH AS A MEDIATOR BETWEEN PERFORMANCE-ORIENTED ACHIEVEMENT GOALS AND PERFORMANCE OUTCOMES. *David Buck[1], Noelle Liwski[1], Connie Wolfe[1], Maxx Somers[1], Kati Knight[1], Jennifer Crocker[2]; [1]Hanover College, [2]University of Michigan, Ann Arbor* — Past research found that holding performance-oriented achievement goals for a particular college class predicts a higher grade in that class. The present research suggests that one's contingency of worth may mediate that relationship. College students (n = 156) completed measures of goal orientation for their psychology class and school competency as a contingency of worth. Participants also signed a consent form allowing access to their final psychology class grade. A linear regression (controlling for GPA) showed performance goals to be the only achievement goal to significantly predict final grade in class, replicating prior findings. Significant relationships were also found between performance goals and school competency, and school competency and final course grade. In a hierarchical linear regression, the beta weight for performance goals dropped when school competency was added to the equation. A simple Sobel mediation test (Baron & Kenny) suggests that this partial mediation is statistically significant. Another study suggests that the reason those who base their worth on school competency get higher grades may be because they spend more time studying. Participants (n =73) completed measures of school competency, importance of various domains, and average hours spent studying per week. A linear regression showed that the school competency contingency better predicted time spent studying than importance of academics. This data is promising, but preliminary. Questions exist regarding whether basing worth on school competency prompts the development of performance-oriented goals or if it is the other way around. Future studies and implications of the research are discussed.

A121

MULTIPLE GOALS' EFFECT ON MEANS GENERATION *Catalina Kopetz[1], Ayelet Fishbach[2], Arie W. Kruglanski[1]; [1]University of Maryland, College Park, [2]University of Chicago* — Five studies investigated the generation of behavioral plans when multiple goals are activated. Everyday life often involves the co-activation of more than a single personal goal. Thus, people may pursue their career while being occupied with family objectives, vacation plans and more. We hypothesized that the simultaneous activation of multiple goals should limit the set of behavioral plans considered as means to a currently pursued, or focal, objective to the "multifinal" ones that benefit (or at least do not interfere with) the entire set of active goals. Accordingly, in studies 1-3 we found that across different life situations (e.g., studying, dining) reminding participants of alternative goals reduced the number of means they listed with respect to a focal goal. Further, in studies 4-5 we found that the foregoing effect is moderated by the relationship between the goals at hand: whenever the activated goals are related to each other, hence are capable of being pursued via the same set of means, there is no decrease in the number of means listed with respect to a focal goal. It appears then that the activation of multiple goals constrains the number of adequate means rather than merely reducing the commitment to the focal goal, or pulling attentional resources away from the focal goal.

A122

THE HEALTH BENEFITS OF WRITING ABOUT PEAK EXPERIENCES *Chad Burton, Laura King; University of Missouri, Columbia* — This study examined two questions. First, we were interested in examining the degree to which young adults could produce descriptions of experiences that actually reflected Maslow's conceptualization of peak experiences. Second, we examined the implications of this kind of positive writing for mood and physical health. In a variation on Pennebaker's writing paradigm, a sample of 90 undergraduates were randomly assigned to write about either a peak experience (n = 48) or a

control topic (n = 42) for 20 minutes each day for four consecutive days. Mood measures were taken before and after writing and health center data for illness were obtained. Three months later, measures of health center visits for illness were obtained. Essays were content analyzed for the degree to which they approximated Maslow's definition of the peak experience. Results indicated that participants in the experimental group did write about experiences that might qualify as peak experiences. Furthermore, writing about peak experiences was associated with enhanced positive mood. Also, results for the main effects of writing condition indicated that individuals in the peak experience condition suffered significantly fewer illnesses after writing relative to the control group (F (1, 83) = 3.35, p < .04). Results are interpreted as challenging previously considered mechanisms of the positive benefits of writing.

A123

ARE ESSENTIALIST BELIEFS ASSOCIATED WITH EXPLICIT AND IMPLICIT RACIAL ATTITUDES? *Qiong Li, Marilynn B. Brewer; Ohio State University, Columbus* — This study examined whether essentialist beliefs about race-beliefs that race has a fixed, inherent, identity-defining nature - are associated with explicit and implicit negative attitudes toward Black people. Social categories-race, gender, and religious groups, were rated on a series of elements of essentialism by a sample of college students. Explicit racial attitude and implicit racial attitude were assessed by a questionnaire and Implicit Association Test (IAT). Across three social categories, results indicated two independent dimensions of essentialism, representing the degrees to which categories are understood as natural kinds and as coherent entities with an inherent core (entitivity). These two factors of essentialism of race were not correlated with implicit racial attitude assessed by IAT. However, the entitivity factor was associated with explicit negative attitude toward Blacks. High entitivity beliefs predicted more negative attitudes. The natural kind factor was not associated with negative attitude toward Blacks. Beliefs that race is a biological category of itself does not predict prejudicial attitudes. These results have implications for educational interventions designed to alter beliefs in group essences as a method of reducing racial prejudice.

A124

SEX DIFFERENCES IN NONVERBAL DECODING STRATEGIES: STATUS OR STRATEGY? *Abigail Marsh, Nalini Ambady, Shannon Music; Harvard University* — In general, women's ability to decode others' nonverbal behavior exceeds men's. One explanation for this discrepancy, the subordination hypothesis, is the status differential among men and women (e.g., Snodgrass, 1992). According to this hypothesis, because women possess lower status, it is particularly important for them to be attuned to the behavior of others. An alternate explanation, the systemizing/empathizing hypothesis, attributes differential nonverbal sensitivity to different problem-solving strategies predominantly used by women and men (Baron-Cohen, 2002). Women are described as typically using more empathic strategies, and men more systematic strategies. These two strategies may present different advantages. Empathic strategies may be generally more accurate when solving ambiguous problems such as interpreting facial expressions. However, systematic strategies, may, because they are inductive rather than inferential, be more reliable across a variety of contexts. In the present study, men and women were led to believe that they would be participating in a dyadic interaction in which their status would be lower than, equal to, or higher than their partner's. Participants were then asked to label facial expressions of emotion. The subordination hypothesis would predict low-status individuals of both sexes to show greater accuracy in recognizing facial expressions than those with higher status. The systemizing/empathizing hypothesis would predict the status manipulation to affect the accuracy of women but not men. Results support the predictions of the systemizing/empathizing hypothesis--women's, but not men's, accuracy for various expressions was affected by the status manipulation--and fail to support the subordination hypothesis.

B1

GROUPY COGNITIVE DISSONANCE: DISSENTION AND CONSENSUS *David Matz[1], Wendy Wood[2]; [1]Augsburg College, [2]Texas A&M University* – A general framework is presented for understanding the causes and consequences of the experience of dissonance in discussion groups. Drawing on theories of group process, social validation, and cognitive consistency, we propose that dissent leads group members to experience cognitive dissonance. In order to reduce this negative affective state, group members will be motivated to achieve consensus through a variety of mechanisms. These mechanisms include influencing others, changing their own opinions, and leaving the group. From this perspective, then, group interaction processes can be understood as people's attempt to reduce dissent-induced dissonance. These ideas were validated with two laboratory experiments in which individual participants believed they were members of a group and received standard feedback indicating that others in their group either agreed or disagreed with them on a number of social issues. In Study 1, members of groups who believed that others uniformly disagreed with them experienced more negative affect than those who believed the group was in agreement. In Study 2, participants were members of groups with initially split attitude judgments. Larger reductions in dissonance emerged when the groups supposedly reached consensus than when they did not. All of multiple methods of reaching consensus that were evaluated were equally successful at reducing members' dissonance, including persuading others, changing one's own position, and leaving the dissenting group for a more congenial one.

B2

IN MY MIND, WE ALL SMILE: A CASE OF IN-GROUP FAVORITISM *Martin Beaupré, Ursula Hess; University of Quebec, Montreal* – The goal of the present study was to examine whether a highly valued social behavior -- the smile -- is attributed more frequently to in-group than to out-group members. For this, participants were asked to read a vignette describing a protagonist in a non-emotional situation, and to choose a facial expression that would be appropriate to the context. For Study 1 the vignette depicted a potentially social context, whereas for Study 2, the context was strictly non-social. In both studies, participants of European descent attributed smiles more often to members of their in-group, whereas they attributed a larger number of neutral faces to out-group members. In a third study the same pattern of attributions was found for recent immigrants from French speaking African countries and from Asian countries. These results were interpreted as a sign of in-group bias in the attribution of smiles.

B3

EXPOSURE TO A BLACK SUPERSTAR REVERSES THE NEGATIVE BIAS IN THE OBJECTIVE FEEDBACK GIVEN TO A BLACK STUDENT *Jennifer Randall Crosby, Benoît Monin; Stanford University* – How do minority academic superstars influence the perception of work by minority group members? After seeing excellent work by a Black superstar, participants in this study rated mediocre work by a different Black student as needing less work to reach a desired standard. These findings do not support the general positive bias in academic feedback given to Black students found by Harber (1998). Instead, participants showed a negative bias in objective feedback (number of hours needed to reach a B+ or higher) given to Black students when the participants had previously been exposed to a White academic superstar or no academic superstar. However, participants who first saw a work by a Black academic superstar rated a mediocre Black writer as needing significantly less time than a mediocre White writer to bring an essay to an acceptable standard. In contrast to the negative bias observed on the more objective assessment, we found a positive bias towards Black students on the more subjective assessment (number of words used to describe the strengths of the writer's essay). This bias was unaffected by the type of superstar to which participants were exposed. We interpret this disjunction between a negative bias in objective feedback and a positive bias in subjective feedback in the light of Biernat et al.'s (1991) shifting standards model. In short, exposure to an exemplar of high-quality work produced by a minority group member reversed the negative bias on objective evaluations, but had no effect on the positive bias on subjective evaluations.

B4

FROM ME TO I: SOCIAL IDENTITY AS A PROXY FOR THE SELF-AS-SUBJECT *Anson Long, Elizabeth C. Pinel; Pennsylvania State University* – Previous research has shown that people prefer people who share their social identities. The present research asks whether I-sharing, or assumptions about shared phenomenological experiences, explains this relationship. Two studies demonstrate that I-sharing mediates the relationship between shared group membership and liking for ingroup members. Study 1 examined this relationship with regard to gender; study 2 examined this relationship with regard to race. Across both studies, the results indicate that belief in the likelihood of I-sharing with ingroup members mediates the relationship between social identity and liking for ingroup members. Taken together, these studies provide support for the claim that I-sharing plays an important role in the link between shared social identity and liking.

B5

EFFECT OF COGNITIVE RESOURCES IN SUBTYPING COUNTER-STEREOTYPIC TARGETS: PERCEPTIONS OF WOMEN'S VULNERABILITY TO DISEASE *S. Beth Bellman, Rene Martin, Paul Windschitl; University of Iowa* – The study investigated the effect of cognitive resources and the use of neutral information in subtyping (a strategy for stereotype maintenance) a stereotype-inconsistent target (woman with heart disease) versus a stereotype-consistent (woman with cancer) target. Participants (N = 141 women) listened to a taped conversation between a female patient and nurse in a 2 (distraction during encoding; present vs. absent) X 2 (diagnosis; heart disease vs. cancer) between-subjects design. Exposure to the stereotype-inconsistent target influenced ratings of women's disease vulnerability, but only when participants were not distracted, F(1,137) 4.52, p = .04. This suggested that the erroneous stereotype that women are more vulnerable to cancer than heart disease can be shifted by exposure to a stereotype-inconsistent target when cognitive resources are sufficient. However, despite evidence of changed group perceptions in the non-distracted conditions, both distracted and non-distracted participants were significantly more likely to use neutral information (e.g., references to family) when asked to write an explanation for the stereotype-inconsistent target's illness, chi-square (1) = 4.57, p = .03. Participants also were more likely to assume that the stereotype-inconsistent target's illness was stress-related, chi-square (1) = 22.90, p = .000, although the taped conversation made no reference to stressors. Such subtyping behavior may facilitate stereotype maintenance, a finding which has implications for both the social and health psychology literatures.

B6

UNSTABLE EFFICACY: THE LONG-TERM COST OF PERCEIVING AND MAKING ATTRIBUTIONS TO BIAS *Michael Inzlicht, Joshua Aronson; New York University* – Research on attributional ambiguity (AA) has shown that the stigmatized often attribute the outcomes they receive to the social prejudices held against their group. Although this process can serve self-protective needs, we ask whether it can also prompt the stigmatized to disregard potentially instructive feedback and foster chronic uncertainty about their true level of ability—a state we call unstable efficacy. This research examined whether (a) AA could lead the stigmatized to disregard critical feedback and trigger in them a sense of instability in their intellectual ability, (b) those individuals who are race-sensitive have large vacillations in their sense of academic efficacy, and (c) unstable efficacy is an additional risk factor for the stigmatized. In Study 1, Black participants were either exposed to AA or not. Results showed that AA led participants to disengage their self-esteem from

feedback and to trigger in them a sense of fluctuations in confidence. In Study 2, Black and White participants who were identified as being high or low in race-sensitivity completed diary measures of self-efficacy twice daily for eight days. As expected, the academic confidence of Black participants attuned to being stigmatized (i.e. high in race sensitivity) fluctuated more than other participants. In Study 3, Black and White participants who had either stable or unstable efficacy received success or failure feedback. As predicted, Black participants who had unstable efficacy were more reactive to feedback than other participants. These results support the concept of unstable efficacy and clearly link it to intergroup dynamics.

B7
PERCEPTIONS OF PARENTAL INVESTMENT AND MATING-RELEVANT OUTCOMES *Glenn Geher; State University of New York, New Paltz* – This study examined parental investment conceptualized in a social perceptual manner. Past research into the implications of parental investment has focused on understanding mating strategies as a function of sex differences. Such studies that have examined the impact of parental investment on mating-relevant outcomes have operationally defined parental investment in relatively objective ways and have typically found that high parental investment is associated with the use of long-term mating strategies. Parental investment in the current study was conceptualized as a perceptual-based variable. The primary hypothesis was that perceptions of parental investment should covary with mating strategies in a novel way; high perceived parental investment was predicted to correspond to a lowered tendency to use long-term mating tactics. Participants included 287 young adults. Several self-report measures were administered. The Parental Investment Perceptions Scale (PIPS) was designed for this research to tap how costly people perceive parenting to be. Simpson and Gangestad's (1991) Sociosexuality Inventory was also employed. Additionally, Buss et al.'s (1990) 18-item index of characteristics desired in potential mates was included. Further, Buss et al.'s (1992) index of situations that elicit jealousy was included. Generally, results conformed to predictions; high scores on the PIPS were negatively related with several indices of the tendency to use long-term tactics across the sexes. This finding was particularly pronounced for participants over 25 years of age. Implications for conceptualizing evolutionarily important variables in conscious ways will be addressed.

B8
ACKNOWLEDGING RESISTANCE AS A PERSUASION STRATEGY *Jay A. Linn, Eric S. Knowles, Renee M. Boeck, Andria J. Woodell; University of Arkansas* – Two-sided arguments attempt to dissuade resistance with arguments. A series of studies explore the simple acknowledgment of resistance which is an indirect strategy involving no counterarguing. A series of studies explore compliance and attitude change as the result of short persuasive message that sometimes included a statement acknowledging resistance, such as, "You may find this hard to believe, but ...." or "People might disagree, but ...." When people care about an issue, simply acknowledging that they may feel resistant, not want to hear the message, or may have negative reactions to the message acts to remove some of the resistance. Three studies show that people whose resistance was acknowledged were more persuaded by a message than people whose resistance was not acknowledged. This phenomena occurs for involving issues, where resistance natural. It also occurs for a different acknowledgments. Recent research explores possible mechanisms underlying this phenomena.

B9
PREDICTING CARDIOVASCULAR RESPONSES TO PERFORMANCE FEEDBACK WITH SELF-ESTEEM LEVEL, STABILITY, AND CONTINGENCY *Mark Seery, Jim Blascovich, Max Weisbuch, Brooke Vick; University of California, Santa Barbara* – Recent theory and research in the area of self-esteem suggests that aspects beyond level (whether someone's self-esteem is high or low) are important for understanding the nature of self-esteem and its effects. Self-esteem stability and contingency are two aspects that conceivably overlap, in that they both may moderate responses to potentially self-relevant information. In this investigation, we used self-esteem stability and contingency along with level of trait self-esteem to predict participants' responses to success versus failure performance feedback on purported tests of reasoning ability. In accordance with the biopsychosocial model of challenge and threat, cardiovascular responses measured during the tests were used to assess to what degree participants experienced a relatively positive underlying motivational state (challenge) versus a relatively negative state (threat). Results indicated that an interaction between self-esteem level and stability significantly predicted cardiovascular responses in the hypothesized fashion, such that in the face of negative feedback, relatively high-stable self-esteem was associated with challenge, whereas relatively low-stable and high-unstable self-esteem were associated with threat. In contrast, self-esteem contingency failed to significantly predict responses. Self-esteem level and stability also uniquely predicted self-reported state self-esteem assessed after the tests, such that higher level and greater stability were both associated with higher state self-esteem, whereas the relationship between contingency and state self-esteem disappeared when controlling for level and stability. These findings have implications for understanding the various aspects of self-esteem and how best to assess them.

B10
PLANNING AND PREDICTION IN GROUPS: ARE GROUPS MORE OR LESS OPTIMISTIC THAN INDIVIDUALS? *Deanna Messervey[1], Roger Buehler[2], Dale Griffin[3]; [1]Queen's University, Kingston, [2]Wilfrid Laurier University, [3]Stanford University* – Research examining the "planning fallacy" has demonstrated that individuals tend to underestimate how long it will take to complete their tasks, despite knowing that previous tasks were often finished later than planned. This optimistic prediction bias, however, has not been examined within group contexts. People carry out many important tasks collaboratively, and arrive at their plans, predictions, and schedules through group discussion. The main goals of the present research were to examine the accuracy of predicted completion times for group projects, and to assess the impact of group discussion on prediction. In three studies, a total of 610 undergraduates predicted when they would finish various group projects, including: a class-assignment for business students (Study 1), a lab-based puzzle (Study 2), and a take-home assignment (Study 3). In each study, the participants predicted, on average, that their group would finish in less time than it did. In Studies 2 and 3, participants were randomly assigned to make a final prediction following either a period of group discussion (discussion condition) or silent thought (no discussion condition). Half of the participants made an initial prediction individually prior to the group-discussion manipulation. Between-subjects comparisons indicated that the final predictions were more optimistic in the discussion condition than in the no discussion condition. Within-subject comparisons indicated that the final predictions in the discussion condition were more optimistic than the initial predictions. Apparently the optimistic prediction bias found previously in individuals also occurs in groups, and discussion tends to accentuate, rather than attenuate, this bias.

B11
LANGUAGE USE, INDIVIDUALITY, AND SOCIAL RELATEDNESS: AN LIWC ANALYSIS *Philip Burke, Stephen J. Dollinger; Southern Illinois University, Carbondale* – The present study sought to assess the utility of linguistic analysis to further understanding of individuality as expressed in autophotographic essays. A total of 164 students each completed a 20-photo autophotography essay addressing the question "Who are you?" in 2 waves of data collection. Students also completed the Need for Cognition Scale and the Need for Uniqueness Scale (wave 1). LIWC, a computer program developed by Pennebaker and Francis to analyze word use, categorized the words used in the photo essays. Raters reliably

judged the richness/individuality of photo essays and coders reliably recorded social relatedness (photos of self-with-others, people touching). Correlational analyses between cognitive and social process word use with richness and relatedness ratings of the essays found predicted relationships. Richness of the photo essay, often considered a measure of individuality, predicted greater use of cognitive words. Relatedness predicted references to friends and family as measured by LIWC. Consistent with findings that richness is negatively correlated with relatedness, richness predicted fewer references to friends and family. With these predictions supported, an exploratory analysis of the relationship of cognitive and social process word use with need for cognition and need for uniqueness found that word use also predicted these independent methods of operationalizing individuality. These findings suggest linguistic analysis of the autophotographic essay may be a valuable tool for understanding the expression of individuality.

B12

INDIVIDUAL DIFFERENCES IN MOOD REPAIR STRATEGIES *Lisa M. PytlikZillig*[1], *Scott H. Hemenover*[2]; [1]*University of Nebraska, Lincoln,* [2]*Kansas State University* — Recently, researchers have begun exploring numerous individual differences in affect-regulation (e.g., mood clarity, emotional intelligence). However, few studies have focused on individual differences in the strategies used to repair negative affect. The current study examined this issue. Participants (N = 279) completed a questionnaire measuring dispositional tendencies to use 12 strategies in repairing negative affect (Parkinson & Totterdell, 1999), as well as several measures of personality and affect-regulation (e.g., neuroticism, extraversion, mood awareness, negative mood regulation expectancies, emotional expression, mood repair effort). Participants also described (in writing) how they repaired a recent episode of negative affect. These reports were then coded for the 12 strategy types. Factor analyses of the 12-strategy questionnaire revealed two negative affect repair factors: The first factor, tentatively labeled negative affect "transformation," was defined by use of rationalization, reappraisal, distraction, acting happy, active/constructive activities, and seeking social support strategies. The second factor, labeled "displacement," was defined by venting, disengagement, and relaxing/pleasant activities strategies. The transformation factor was positively associated with extraversion, mood monitoring, mood clarity, negative mood regulation expectancies, mood repair effort and emotional expression, and negatively associated with neuroticism. The displacement factor was positively associated with neuroticism, mood monitoring and emotional expression, and negatively associated with negative mood regulation expectancies and mood repair effort. These factors and the personality and affect-regulation dimensions predicted the use of state repair strategies (as coded by independent raters). Overall this study reveals potentially important individual differences in negative affect repair strategies. Discussion focuses on directions for future research.

B13

THE MULTIPLE MEANINGS OF INDIVIDUALISM IN A CROSS-CULTURAL CONTEXT: ACHIEVEMENT OR SELF-RELIANCE? *Eva G. T. Green, University of Lausanne, Switzerland* — This contribution challenges a common assumption in cross-cultural psychology considering that people living in "western" countries are individualists whereas those living in "non-western" countries are collectivists. This perspective is criticised for its ethnocentricity, cultural homogenising and the lack of theoretical consideration of political and economic contexts in different countries. In order to address these shortcomings, we propose to consider individualism and collectivism (IC) as social representations situated on a normative level of analysis. A study on IC was conducted in 29 countries. Our results are opposite to what one would expect based on the " classic " literature in cross-cultural psychology. Participants from " non-western " and poor (low GNP) countries present themselves generally as more success oriented than participants from affluent (high GNP) west-

ern nations. Again the affluence of nations does not have an impact on self-sufficiency, suggesting that different kinds of individualism do not necessarily co-occur. These findings are discussed in terms of social-political structure of the respective countries. In line with the materialism-postmaterialism hypothesis, it is suggested that in an economically unfavourable context, people compete for scarce resources. Alternatively, our student sample from poor countries can be considered an elite, adhering to western individualistic values.

B14

EXPLORING THE EFFECTS OF GENDER DIVERSITY ON TRANSACTIVE MEMORY IN GROUPS *Larissa Myaskovsky*[1], *Richard Moreland*[2]; [1]*University of Pittsburgh, School of Medicine,* [2]*University of Pittsburgh* — Previous research on group training and performance has shown that training group members together, rather than apart, can help workers develop a transactive memory system. That is, each worker not only learns the task, but also learns what the other group members know about the task. This information can be valuable to the group later on, improving its planning, coordination, and problem solving. To date, research on transactive memory has not examined the effects of gender diversity in groups. Does group training, and the transactive memory systems it produces, benefit homogenous and heterogeneous work groups equally? An experimental design involving two levels of training method (group vs. individual) crossed with two levels of gender composition (mixed vs. same) was used to answer this question. Two hundred eighty-eight participants were scheduled in groups of three for two one-hour sessions that occurred a week apart. At the first session, participants were trained to assemble the AM portion of a transistor radio. During the second session, group members were tested to see how much they learned during the training session. The usual effects of group training on transactive memory and performance were surpassed by gender composition effects. Training group members together rather than apart strengthened positive feelings among same-gender groups, but weakened positive feelings among mixed-gender groups.

B15

ATTITUDINAL AMBIVALENCE AND THE ATTITUDE-BEHAVIOR RELATIONSHIP *Mark Conner; University of Leeds,UK* — The impact of attitudinal ambivalence on the attitude-behavior relationship was examined in two studies. Increased ambivalence is usually assumed to reflect weaker attitudes that are less predictive of behavior. Study 1 used a prospective correlational design (N = 159) and found ambivalence to moderate the attitude-behavior relationship for consuming alcohol (p < .001): higher levels of ambivalence were associated with weaker attitude-behavior relationships. Study 2 replicated these effects in an experimental design (N = 105) through manipulating ambivalence towards visiting a website. As predicted, a combination of both strong arguments in favor and strong arguments against visiting the website compared to a combination of both weak arguments in favor and weak arguments against produced significantly higher levels of ambivalence (p < .05) and attitudes that were less predictive of visiting the website (p < .01). The manipulation did not significantly affect overall attitude. Implications for understanding ambivalence are discussed.

B16

THE EFFECT OF RUMINATION AND PROVOCATION INTENSITY ON TRIGGERED DISPLACED AGGRESSION *William Pedersen*[1], *Eduardo Vasquez*[2]; [1]*California State University, Long Beach,* [2]*University of Southern California* — Two recent studies were the first to demonstrate that ruminating about a provocation will augment aggressive responding to a subsequent, mildly annoying event that occurs long after the initial provocation (Bushman, Pedersen, Vasquez, Bonnaci, & Miller, 2002). The current study further examined the moderating role of rumination on aggression by manipulating the intensity of the initial provoking event. Participants first received an initial provocation of either high or moderate intensity. Participants were then either induced to

ruminate or were distracted for 25 minutes, and then given an opportunity to displace aggression against a competent or fumbling confederate. Individuals who ruminated before the triggering event (viz. the fumbling confederate) displayed more displaced aggression than did those who were distracted. Furthermore, consistent with our theorizing, linear contrast analysis revealed that the magnitude of the difference between rumination and distraction participants was greater under severe provocation compared to the moderate provocation condition. Consistent with the cognitive neoassociationist theory (Berkowitz, 1993), findings from this study suggest that focusing on a negative mood after provocation maintains the unpleasantness of an annoying event, which in turn, augments triggered displaced aggression.

B17

THE ROLES OF IDENTIFICATION AND PROTOTYPICALITY IN COMMON IN-GROUP CONTEXTS *Richard Crisp, Catriona Stone, Rowena Cocker, Natalie Hall; University of Birmigham* – A shared superordinate category membership can sometimes reduce and sometimes increase intergroup bias. Dual-identification at the superordinate and subordinate levels has been suggested as a means to mitigate against increased bias when recategorization alone threatens the distinctiveness of important subgroup identities. A programme of research is reported that has examined the role of commitment to important subgroups in moderating whether superordinate or subordinate categorization will increase or decrease intergroup bias. In Experiment 1, simultaneous superordinate and subordinate categorization reduced bias for high importance subgroups, but within- cell correlations revealed that as members became more prototypical the extent of bias-reduction was reduced. In Experiment 2, using an alternative conceptualisation of perceiver prototypicality, it's moderating role on the superordinate categorization/bias relationship was replicated. In Experiment 3 a comparison was made between superordinate only (recategorization) and simultaneous categorization (dual identity) as a function of subgroup identification (which was postulated to be a cognitive reflection of prototypicality). Overall, simultaneous categorization reduced intergroup bias but superordinate only recategorization increased bias. Within these conditions, however, subgroup identification moderated the effects of superordinate categorization such that high identifiers reacted against the loss of distinctiveness (bias was increased with weakened category boundaries), but that this effect was attenuated when subgroup identities retained salience in the simultaneous categorization condition. The findings are discussed with respect to continuous development of the Common In-group Identity model of bias-reduction.

B18

EMPATHIC ACCURACY AND INVISIBLE SUPPORT IN CLOSE RELATIONSHIPS UNDER STRESS *Maryhope Howland, Niall Bolger; New York University* – Conventional wisdom tells us that accurately discerning the thoughts and feelings of another in the context of a close relationship is beneficial for the relationship. This ability is termed empathic accuracy. However, researchers have found evidence to suggest that there are benefits of inaccuracy in perceiving others or the events occurring in a relationship. Specifically, Bolger, Zuckerman, and Kessler (2000), in a daily diary study of couples under stress, found that invisible support, indicated by a discrepancy in partner's reports of support interactions in the relationship, was beneficial. The present study attempts to understand these apparently contradictory findings by studying the role of empathic accuracy in support interactions. Forty-five couples, in which one member was preparing to take a stressful professional examination completed daily diaries for six weeks. They reported on their support interactions and their perceptions of one another's mood each day. Results indicate that partners' empathic accuracy in perceiving examinees' mood predicted increased provision of invisible support during a period of high stress. These results suggest that accurately perceiving a person's mood is an important prerequisite for providing support to that person in a skillful way.

B19

BEHAVIORAL RESPONSES TO PROVOCATION: ATTRIBUTIONAL AND EMOTIONAL DETERMINANTS *Mark Davis, Michael Myers; Eckerd College* – For some time, the most common model for conceptualizing responses to conflict has been the dual-concerns model of Blake and Mouton (1964; 1970), which defines five broad conflict "styles". Recently, however, Capobianco, Davis, and Kraus (2000; Davis, Capobianco, & Kraus, 2002) have proposed an alternate model of conflict that identifies 15 specific behavioral responses to provocation that fall into four categories: active-constructive, passive-constructive, active-destructive, and passive-destructive. According to this model, the constructive responses facilitate effective conflict resolution, while destructive responses do not. To date, however, no research has examined the factors that determine whether constructive or destructive responses will occur. To answer this question, and building on earlier work (e.g., Betancourt, 1990; Weiner, 1995), we propose a three-stage sequence: first, provocative actions by another are evaluated in terms of how controllable they are; second, actions seen as more controllable tend to produce anger, and those seen as less controllable tend to produce sympathy; third, feelings of anger prompt more destructive behavioral responses and feelings of sympathy prompt more constructive ones. To test this model, we presented 160 undergraduates (54 male; 106 female) with vignettes describing hypothetical provocations, and asked them to estimate their likely cognitive, emotional, and behavioral responses. Support was found for each step in the model. When provocations were seen as more controllable, anger was more likely to result; anger was then significantly associated with more destructive responses. Provocations seen as less controllable were significantly more likely to produce sympathy, and sympathy was significantly associated with constructive responses.

B20

PREDICTING INTERGROUP CONTACT AMONG ETHNIC MINORITY GROUPS *Antoinette Semenya, Rania Gameil, Victoria M. Esses; University of Western Ontario* – As North American society becomes increasingly diverse, investigating the nature of contact among ethnic minority group members, in addition to contact between majority and minority group members, will increase in importance. The goal of the present study was to examine predictors of intergroup contact among ethnic minority groups in Canada. Given the typically lower status of ethnic minority groups, perceptions of participation and identification with the larger society (in terms of national identification) were viewed as potentially important. Chinese and Black participants were randomly assigned to a control condition, in which they read a neutral editorial about immigration patterns, or an experimental condition, in which they read an editorial that described the increased representation and power of their ethnic group in Canada. Participants then completed measures assessing perceptions of their ethnic groups' power, strength of national identification, and willingness to engage in intimate intergroup contact with four target groups. Participants in the experimental condition showed evidence of increases in their perceptions of group power. In addition, those in the experimental condition were significantly more likely to report a willingness to engage in intergroup contact with specific target groups. Further correlational analyses revealed that as perceptions of group power increased, strength of national identification and willingness to engage in intergroup contact (particularly among Chinese participants) increased as well. The role that perceptions of group position in society may play in promoting national identity and intergroup contact are discussed.

B21
WHY GENERATIVE BEHAVIOUR PRODUCES WELL-BEING
Veronika Huta, David Zuroff; McGill University — Generativity involves creating new products and ideas, being a contributing member of society, making a difference in other peoples' lives, and raising and guiding the next generation. It has repeatedly been found that generativity is associated with indices of positive well-being, including positive affect, life satisfaction, and self-esteem. However, little is known about why generativity has this influence on well-being. According to McAdams (1992), the leading researcher on generativity, generative behaviour is motivated by three variables: a desire to achieve symbolic immortality by creating a personal legacy, a need to be needed, to be of some important user to other people, and cultural demand, society's expectation that one should be a contributing member of one's community. It was hypothesized that, if these three variables drive generativity, then their satisfaction should be the reason why generativity leads to well-being. To test this hypothesis, structural equation modeling was used to determine whether these three variables mediate the relationship between generative behaviour and well-being. As in previous research, generativity was significantly associated with positive affect, life satisfaction, and self-esteem; since the results for these outcome variables were similar, one latent factor was extracted from all of them and labeled positive well-being. It was found that a single mediator, symbolic immortality, accounted for most of the relationship between generativity and the positive well-being factor. This finding suggests that generative behaviour enhances well-being primarily by allowing people to feel that, at least symbolically, some part of them will endure beyond their own lifetime.

B22
ACCESSIBILITY OF COMMITMENT AND THE PREDICTION OF RELATIONSHIP CONTINUANCE *Paul E. Etcheverry[1], Benjamin Le[2]; [1]Purdue University, [2]Haverford College* — Past research has demonstrated that more accessible cognitive constructs (e.g., attitudes, stereotypes, goals) are more likely to influence thoughts and behaviors, with accessibility assessed by response latency. The aim of this study was to apply this social cognition framework to the prediction of interpersonal outcomes such as romantic relationship continuance (i.e., "stay-leave" behavior). Specifically, a common finding in the close relationship literature is that commitment is a robust predictor of relationship continuance (Le & Agnew, in press). Based on current conceptualizations of commitment as a partially cognitive construct (Arriaga & Agnew, 2001), applying this social cognition approach may improve understanding of commitment and behaviors following from commitment. Following from social cognitive research, it is hypothesized that the accessibility of commitment will moderate the associations between commitment and relationship persistence. Two hundred and two participants in romantic relationships responded to statements derived from the commitment sub-scale of the Investment Model Scale (e.g., "Imagining myself with my partner in the distant future is... easy/hard"), and indicated as quickly and accurately as possible if the statements were true or false for their relationship with reaction times recorded. In addition, participants completed an unmodified version of the commitment sub-scale. Seven months later participants were contacted and relationship status (relationship persistence or termination) was assessed. As hypothesized, Results indicate that, the accessibility of commitment significantly moderated the association between commitment and relationship continuance.

B23
WHERE THE WILD THINGS ARE: INTEGRATING SPACE AND AFFECT IN CATEGORY LEARNING *Joshua Carlton, L. Elizabeth Crawford, Tiffany Watson; University of Richmond* — Affective responses constitute an important dimension of experience that may serve as a basis for category formation. Forming categories that integrate affect with spatial information may be particularly beneficial for learning approach and avoidance behaviors that are suitable for the environment. The experiment consisted of two phases, a training phase during which positive and negative images were displayed on a computer monitor for approximately four seconds each, and a testing phase during which participants placed each image where they believed it was previously located. By presenting positive and negative images either in random locations or clustered in separate areas of space, we investigated whether people would form spatial categories that capture areas in which affectively similar stimuli appeared. If so, people may use these categories to reconstruct memories of spatial location. According to a Bayesian model of category effects memory (Huttenlocher, Hedges & Duncan, 1991), this reconstruction can influence both the direction and amount of error in memories of locations. As predicted, results showed that memories of stimulus locations were more accurate when positive and negative images were spatially clustered. In addition, differences in direction of errors across conditions indicate that affectively-based spatial categories influenced memories of location. These results indicate that when space contains clusters of affectively similar objects, people can form categories based on this structure and use these categories to reconstruct memories.

B24
EMOTIONS AND THE COMMITMENT PROBLEM: THE DIFFERENTIAL EFFECTS OF IN-PAIR LOVE AND SEXUAL DESIRE ON THE ABILITY TO RESIST THOUGHTS OF ATTRACTIVE ALTERNATIVE MATES *Julie Smurda, Gian Gonzaga, Martie Haselton; University of California, Los Angeles* — The current work tests the hypothesis that love facilitates relationship commitment by helping individuals resist thoughts of attractive alternative mates. Fifty-three undergraduates involved in romantic relationships selected a romantic alternative from a large set of photographs of attractive opposite sex individuals and wrote about why they found the individual attractive. Participants were then randomly assigned to write two short essays on a time that they felt great love or great sexual desire for their current romantic partner. Following Wegner et al., (1987), half of the subjects were told to suppress the thought of the alternative during the first essay and express the thought of the alternative in the second essay and the other half completed the essays in the reverse order. In the sexual desire condition, participants displayed a rebound effect that characterizes difficulty in suppressing thoughts. Simply they reported more thoughts of the alternative after suppressing (M = 2.12) than before suppressing (M = 1.75). Participants in the love condition showed the opposite pattern. Thoughts about the alternative were less frequent after suppressing (M = 0.38) than before suppressing (M = 3.50), suggesting that love facilitates success in thought suppression. Further, in the final essay participants' reports of love were negatively correlated with number of thoughts of the alternative (r = -.50), while reports of desire were positively correlated (r = .35). The authors conclude that love, but not desire, helps individuals successfully suppress thoughts of attractive alternatives.

B25
THE PRICE OF BEING FEMALE: IMPLICIT ECONOMIC STEREOTYPES AS OBSTACLES TO PAY EQUITY *Melissa J. Williams[1], Elizabeth A. Paluck[2], Julie Spencer-Rodgers[1]; [1]University of California, Berkeley, [2]Yale University* — Psychological research on the gender gap in wages has repeatedly shown that study participants estimate higher salaries for male than female employees. This finding is typically explained in terms of participants' conscious awareness of the gender gap in wages as a societal issue and the deliberate incorporation of the wage gap into their salary estimates. The present research replicated the gender gap in salary estimates in a within-participants design, involving direct comparisons between male and female targets holding the same job. The results also showed that participants' understanding of the wage gap as a societal issue did not predict the gap in their own estimates of males' and females' salaries. This suggests that explanations other than conscious consideration of the wage gap issue are needed to fully understand why

people assume that men earn more than women. A second study explored whether participants had implicit beliefs about the relative financial resources of men and women, using an Implicit Association Test. For male participants, the degree to which the concept of wealth was associated with the category "male" more readily than the category "female" predicted the size of the gap in their own estimates of males' and females' salaries. Together, these results are interpreted to suggest that the genuine difference in the earnings of U.S. men vs. women has been incorporated at the implicit level. Existing outside of awareness, these implicit assumptions could become a self-fulfilling prophecy by having causal effects on future salary expectations and decisions for self and others.

B26

SISTERHOOD OR IDENTITY POLITICS? A CLOSER LOOK AT WOMEN'S INGROUP IDENTIFICATION, SOCIAL COMPARISON, AND MULTIPLE GROUP MEMBERSHIPS *Elizabeth Levy Paluck; Yale University* — The perceived social status of one's group may depend on two factors: (a) how closely one identifies with one's group, and (b) the comparison group that one uses as a standard of evaluation. Ingroup identification and social comparison may also influence support for collective action, or social change on behalf of one's group. However, the processes of ingroup identification and social comparison may differ for members of the same group. In a large and diverse group such as women, ingroup members may hold different representations of typical group members and generate diverse social comparisons for their group. For example, racial minority women and nonminority women may hold different representations of typical women with whom they identify. Among a diverse sample of non-college female participants, women from different racial and ethnic backgrounds reported similar levels of identification with women, but reported different women as salient. For example, European-American women more often reported identifying with colleagues and friends, while African-American women reported identifying with "types" of women, such as independent women. When asked about the social status of women, these groups also used different standards of comparison. For example, African-American women compared women with other racial and ethnic groups, while European-American women compared women's status today with that of the past. The impact of these different representations and social comparison processes on women's support for collective action is explored.

B27

SELF-MONITORING AND AFFECT REGULATION *Tirza Shulman, Kelli Rivett, Bridget Reardon, Scott Hemenover; Kansas State University* — Popular models of self-monitoring (SM) emphasize affect regulation, suggesting that central to this dimension is the motivation to regulate emotional expression in ways that conform to the social context, regardless of true 'felt' emotional states. Thus high self-monitors should rely on external cues and express only those emotions deemed appropriate for a given situation, and low self-monitors should express their true feelings regardless of social conventions. Despite this possibility, few studies have directly examined whether SM impacts affect regulation. The current study addressed this issue by exploring whether SM predicted the utilization of an external emotional cue. Participants (N=161) completed the Self-Monitoring scale (Snyder, 1974), watched an affectively neutral video, and then reported their current affect. Participants in the experimental (but not control) condition were provided an emotional cue regarding the likely impact of the neutral video: They were told that the video tends to make people angry. As expected following the neutral video high self-monitors in the experimental (but not control) condition reported more anger than did low self-monitors. Thus in the experimental condition, high self-monitors utilized the provided emotional cue and reported the emotional response that they believed was appropriate. Low self-monitors did not utilize the cue, reporting anger comparable to that reported by participants in the control condition. These results confirm affect-regulation models of SM and indicate its importance in moderating some forms of emotion regulation.

B28

RELATIONSHIP DISSOLUTION AND THE SELF: IMPLICATIONS FOR COPING WITH LOSS *Sharon Bassis[1], Gary Lewandowski[2], Arthur Aron[1]; [1]State University of New York, Stony Brook, [2]Monmouth University* — The loss of close relationships can affect a person's self-concept in significant ways. Such changes may necessitate the use of coping strategies aimed at expanding the self. In this study we use a qualitative methodology to closely examine how the self is affected by relationship loss, and coping strategies that address the needs of the self help adjustment following dissolution. The data suggest that pre-dissolution levels of self-expansion within the relationship are negatively associated with expansion/contraction of the self upon dissolution, such that ending a relationship with insufficient self-expansion results in positive gains for the self. When asked about how the dissolution of their relationship affected them, more than half of the participants reported that the dissolution affected their sense of self. Of these, approximately equal numbers reported expansion or contraction of the self. When asked how they had tried to cope with the dissolution of their relationship, approximately 75% of participants mentioned self-expanding strategies as effective means of coping. The use of such strategies was negatively correlated with pre-dissolution levels of self-expansion within the relationship. In addition, there was also a positive correlation between post-dissolution expansion/contraction and the effective use of self-expansion strategies as a means of coping, such that those utilizing self-expanding strategies to cope also experienced the most self-expansion upon dissolution. This suggests that doing self-expanding activities as a means of coping with dissolution is effective and is beneficial to an individual's sense of self.

B29

APPROACH AND AVOIDANCE MOTIVATION AND PERCEPTIONS OF HEALTH RISKS *Amber Story[1], Anthony Ahrens[2;1]George Washington University, [2]American University* — This research examines approach and avoidance motivation and optimism about health outcomes. One hundred sixty-five students at the George Washington University were asked to rate how important seven approach goals (e.g., "making new friends") and seven avoidance goals (e.g., "not making enemies") were to them, on scales of 1 ("extremely unimportant) to 9 ("extremely important"). Participants were given 45 negative health outcomes (e.g., alcoholism, arthritis, glaucoma) and were asked to rate their risk compared to other students, to indicate how worried or concerned they were about the health outcome, and how interested they were in doing more to reduce their risk. Gender differences emerged, with women expressing marginally more approach goals and significantly more avoidance goals. With gender controlled, avoidance goals were found to be negatively related to perceived risk of negative heath outcomes, suggesting some unrealistic optimism on the part of those with more avoidance goals. However, avoidance goals were found to be positively related to interest in doing more to reduce the risk. Thus, even though those with more avoidance goals perceived themselves to be below average in risk for negative health outcomes, they were still interested in reducing that risk, suggesting perhaps increased defensive vigilance. Approach goals were found to be unrelated to perceived health risk, concern over health problems, and interest in doing more to reduce risk. Thus it appears that approach and avoidance motivations have different relations to perceptions of health risks with increased avoidance being related to the optimistic perception of below average risk.

B30

CHIVALRY, GENDER ROLES, AND SEX STEREOTYPES OF AGENCY AND VIRTUE *T. William Altermatt[1], Dov Cohen[2], C. Nathan DeWall[3], Emily Leskinen[3]; [1]University of Michigan, Flint, [2]University of Waterloo, [3]St. Olaf College* — Using structural equation modeling (N = 411), we examined the relations among sex stereotypes of agency and vir-

tue, traditional gender roles, and chivalry - a set of injunctive norms for the protection and provision of women by men. Although a strong and significant relation exists between chivalry and traditional gender roles (as measured by the Attitudes toward Women Scale), this relation is completely mediated by the stereotypes that women are more virtuous than men and less agentic than men. Study 2 sought to investigate the relation between chivalry and these sex stereotypes. Participants evaluated three female subgroups that have previously been found to differ significantly in terms of their perceived virtue and agency (Altermatt, DeWall, & Leskinen, 2002). High-chivalry participants granted significantly more favorable ratings to "homemakers" (high virtue, low agency) and significantly less favorable ratings to "career woman" (high agency) and "sexually permissive woman" (low virtue) compared to low-chivalry participants. Results are considered in the context of the stereotype content model (Fiske, 1998; Glick & Fiske, 2001), which suggests that stereotypes of men's superior agency are balanced by stereotypes of women's superior warmth, explaining both the pervasive sex differences in status and the "women are wonderful" effect (Eagly & Mladinic, 1994). We suggest that a comprehensive theory of sexism - one that accommodates not only status differences and the "women are wonderful" effect but also chivalry - should include virtue in addition to agency and warmth.

B31

"BUT IS IT WORTH THE RISK?': SELF-ESTEEM AND SELF-PROTECTIVE REACTIONS TO POTENTIAL SOCIAL REJECTION *Danu Anthony, John G. Holmes, Joanne V. Wood; University of Waterloo* — Past research investigating differing approaches to performance situations has found that low self-esteem (LSE) people focus on avoiding failure whereas high self-esteem (HSE) people focus on achieving success. This study examined whether this self-protective focus by LSE people is also evident in interpersonal situations. To this end we told participants that we would like to recruit them to be a member of a five-person market research focus group. To manipulate the participants' expectations, we showed them "comments" from the four current group-members indicating whether they thought the participant would be a good addition to the group. By providing participants with either predominantly negative or positive feedback, we were able to manipulate participants' perceptions of the potential for social rejection or acceptance if they joined the group. We then assessed this perception, as well as participants' desire to join the group. In addition we offered participants the opportunity to retaliate against the negative evaluators by giving their opinions about one of the current group members. Results suggest that LSE people expect more rejection in social situations than do HSE people. In addition, LSE people seem to react self-protectively by avoiding and derogating the value of the social situation. This study adds to the growing body of literature that suggests a self-protective orientation for LSE people, and provides a basis for future research into interpersonal risk taking behavior.

B32

A MODEL OF ACCOMMODATION IN COUPLE RELATIONSHIPS: COMPARING SELF-DETERMINED MOTIVATION AND SELF-CONTROL IN THE PREDICTION OF SUCCESS AND FAILURE AT SELF-REGULATION. *Simon Beaudry, Luc G. Pelletier, Elizabeth C. Sharp; University of Ottawa* — This study tested the usefulness of the capacity to self-control and self-determined motivation for understanding success and failure at self-regulation. The concept of capacity to self-control (Baumeister et al. 1998) relies on a limited energy resource model, while the concept of self-determined motivation is based on the idea that different forms of regulation can explain success or failure at self-regulation. Participants involved in an intimate relationship (N=200) completed a questionnaire that included scales on motivation towards interpersonal relationships, perceptions of their partner's behavior, self-control, types of accommodation and indicators of success or failure at self-regulation. First, self-control and self-determination were used to predict positive

and negative accommodation. Regression analyses indicated that self-determined motivation was a better and more significant predictor of both types of accommodation. Second, based on a study by Finkel and Campbell (2000), we tested a model developed for conceptualizing accommodation in couple relationships. According to the model, the perception of the partner's behavior (relatedness and support of autonomy) are positively associated with self-determined motivation, which, in turn, is positively correlated with positive accommodation and negatively correlated with negative accommodation. The two types of accommodation are associated with the couple's dyadic adjustment. Circumstances where a partner will respond destructively or constructively within the couple relationship are discussed, as well as the impact of the different levels of self-determined motivation of partners on the quality of the relationship.

B33

TEMPORAL FOCUS AFFECTS THE INFLUENCE OF INDIVIDUAL DIFFERENCES ON JUDGMENTS. *Aaron Wichman, Gifford Weary; Ohio State University* — Two experiments investigated differences in how various individual difference measures influence judgments about the future. Study I showed that a time of experiment measure of optimism and pessimism predicted participants' subjective likelihood of engaging in different pleasant or unpleasant activities in both near (tomorrow) and distant (one year from now) temporal focus conditions. However, a pre-experiment measure of participants' depression level interacted with temporal focus to predict participants' judgments only in the near future condition. Study II used a different paradigm to replicate these findings, and extended them, using additional predictors. In Study II, trait self-esteem predicted judgments across temporal focus condition, and a time of experiment measure of state affect interacted with temporal focus to predict participants' judgments only in near future conditions. These studies suggest that participants use affective and cognitive information differently when making judgments about future events. When considering the distant future, participants may rely more heavily on semantically-organized, cognitive knowledge structures, whereas for the near future, judgments are influenced not only by cognition, but also more heavily by transient affective factors. Finally, both studies showed evidence that participants' construals of distant future events differed systematically from construals of near future events, in line with Temporal Construal Theory (Liberman & Trope, 1998). On-going research seeks to investigate 1.) whether trait and state affect differ in their relative predictive power across temporal focus conditions, and 2.) the degree to which participants are consciously aware of cognitive and affective influences on their judgments across time.

B34

NAÏVE DIALECTICAL THINKING, ETHNICITY, AND CREATIVE PROBLEM FINDING *Susannah Paletz, Kaiping Peng; University of California, Berkeley* — The purpose of this project is to examine the relationship between naïve dialectical thinking, ethnicity, and creativity. Previous research suggested that East Asians are more likely to be dialectical (naively) than Caucasian Americans (Peng & Nisbett, 1999). Others have theorized that dialectical thinking would lead to greater creativity (Benack, Basseches, & Swan, 1989). In Study 1, 145 participants filled out a survey measuring naïve dialectical thinking and completed a set of everyday problem finding creativity tasks. Dialectical thinking was negatively associated with originality on the tasks for Caucasians, but had no effect for Asians/Asian Americans. Study 2 attempted to replicate Study 1's findings: Over 230 participants (including 60 Caucasians and 170 Asians/Asian Americans) filled out the dialectical thinking scale and completed a different set of problem finding tasks that involved generating scientific hypotheses. The participants were then primed for naïve dialectical or linear thinking and completed two everyday problem finding tasks. Caucasian subjects primed to be dialectical were significantly less original on the everyday problem finding tasks than those primed to be linear. However, naïve dialectical thinking in Caucasians as measured

by the scale was positively associated with originality on the scientific hypothesis creation tasks. Naïve dialectical thinking, whether primed or measured by the scale, had no effect on Asian/Asian Americans' task originality. The studies' limitations are discussed. We conclude that naïve dialectical thinking has different effects for Caucasians and Asians, and discuss why the relationship between dialectical thinking and creativity may be more complicated than previously proposed.

B35
WE ARE ALL IN THE SAME GANG: CONSEQUENCES OF HUMANITY-ESTEEM *Michelle Luke, Gregory Maio; Cardiff University* – Global events (e.g., Catholic Church sex scandal, terrorist attacks) often cause people to re-evaluate their attitudes towards human beings. An important question arises regarding the influence of these attitudes on social behavior. For example, do negative attitudes toward humanity lead to harmful behaviors, such as discrimination, because these negative attitudes may reflect positive attitudes towards specific social groups (e.g., racial groups), but negative attitudes towards other social groups? The present research attempted to answer this question in two separate studies. In the first study, we examined the relations between global attitudes toward humanity (i.e., humanity-esteem) and anthropocentrism and discrimination. In the second study, we developed a method to manipulate humanity-esteem using Rokeach's (1968) belief-congruence paradigm in order to examine the causal effect of humanity-esteem on discrimination. Consistent with the notion that people strive for a positive social identity (e.g., Tajfel & Turner, 1986), humanity-esteem was positively associated with anthropocentrism. In addition, findings from both studies indicated that discrimination is an important consequence of humanity-esteem, such that participants with negative humanity-esteem were more likely to discriminate than participants with positive humanity-esteem. Given these findings, we believe that humanity-esteem is an important construct that warrants further testing as a means of understanding social behaviors.

B36
SEXUALITY AND ROMANTIC RELATIONSHIP: THE MEDIATING ROLE OF ATTACHMENT STYLES *Gurit Birnbaum[1], Mario Mikulincer[1], Harry Reis[2], Omri Gillath[1], Ayala Orpaz[1]; [1]Bar-Ilan University, [2]University of Rochester* – From an evolutionary perspective, one function of the sexual behavioral system is to facilitate the development and maintenance of emotional bonds between sexual partners (because such bonds enhance the survival chances of offspring). Hence, there are theoretical reasons to expect that operation of the sexual system will be rooted in the functioning of dyadic relationships. Yet extensive evidence indicates that sexual satisfaction does not necessarily engender dyadic harmony and vice versa. Accordingly, studies of the association between sexual functioning and relationship quality have yielded conflicting results. The current research takes an attachment-theoretic perspective to clarify these inconsistencies. We explored the contribution of individual differences in attachment styles to understanding the role of sexuality in relationship maintenance. For 6 weeks, 46 couples provided daily diary reports describing their relationship and sex life. Results showed that sexual functioning was related to relationship quality mostly among persons scoring high on attachment anxiety. For example, low sexual satisfaction and disturbing thoughts during sexual intercourse were associated with feeling ignored by one's partner, but primarily among men high in attachment anxiety. Sexual satisfaction was associated with relationship satisfaction among women scoring high on attachment anxiety. Disturbing thoughts during sexual intercourse were associated with perceiving the partner as considerate among women scoring high on attachment anxiety, whereas the opposite association was found among women scoring low on attachment anxiety. We discuss the possibility that attachment styles are associated with different strategies and relationship goals in the operation of the sexual system within romantic relationships.

B37
CONTINGENCIES OF SELF-WORTH AND GOAL ORIENTATIONS: CONSEQUENCES *Elizabeth Bartmess, Jennifer Crocker, Riia K. Luhtanen; University of Michigan* – In two studies, we tested the hypothesis that achievement-oriented contingencies of self-worth shape the goal orientations of college students, and that this has consequences for performance and academic problems. In two large survey studies, involving over 1,000 participants, we assessed contingencies of self-worth (Crocker & Wolfe, 2001) and mastery, approach success, and avoid failure achievement goals (Elliot & Church, 1997), as well as performance and academic problems (these measures differed for the two studies). Across the two studies, basing self-worth on academic competence was associated with both mastery and failure avoidance goals, and basing self-worth on competition and God's love was associated with the performance approach goal, specifically the goal to outperform others. In study one, performance on a difficult puzzle task was negatively predicted by basing self-worth on God's love, ß = -.18, p = .01, but not by achievement contingencies or goals. In study 2, GPA was positively predicted by basing self-worth on virtue, ß = .11, p = .04, approach goals, ß = .22, p < .001, and avoidance goals, ß = -.21, p < .001. Also in study 2, the virtue contingency and mastery predicted lower levels of reported cheating, and basing self-worth on school competence and performance goals both significantly predicted experienced time pressure. In neither study, however, did goal orientations mediate the effects of contingencies on performance, satisfaction with performance, self-reported cheating, or time pressure, suggesting that the contingencies on which self-worth is staked and goal orientations have independent effects on academic outcomes.

B38
ARE WE SLEEPING WITH THE ENEMY?: THE EFFECTS OF INTERPERSONAL LIKING ON ASSUMED SIMILARITY & THE ACQUAINTANCESHIP EFFECT *Joshua Weller, David Watson, Deborah Bobier; University of Iowa* – Numerous studies have established the existence of the self-based heuristic, that is, a tendency for judges to rate others as similar to themselves. The operation of this heuristic is demonstrated by significant positive correlations between a judge's self-rating on a trait and his/her rating of another person on that same trait. It has been shown that judges tend to use this heuristic when they lack sufficient trait-relevant information about the target; for instance, when they are rating someone who they don't know well, or when they are rating the target on a difficult, low-visibility trait. Moreover, this heuristic also varies as a function of liking for the target: Judges tend to like targets more if they perceive them to be similar. However, what happens when judges are asked to rate two targets, one of whom is known better but is liked more than the other? To examine this issue, we asked individuals to rate themselves on several personality measures (including the Big Five Inventory and PANAS-X), as well as two important individuals in their lives: a close friend and an individual with whom they have experienced a significant amount of conflict (i.e., an "enemy"). As predicted, the respondents indicated that they knew their close friends better, and liked them more than their enemies. Correlational analyses subsequently revealed systematically stronger evidence for the self-based heuristic when judges rated their close friends than when rating their enemies. These results highlight the crucial role of interpersonal liking in the operation of this heuristic.

B39
LATENCY AND MAGNITUDE OF FIRST MOVES TOWARD RELATIONSHIP COMMITMENT: A PREDICTOR MODEL *Jennifer A. Clarke; University of North Carolina, Chapel Hill* – Social psychologists have wrestled with the topic of commitment to relationships, and have explained this phenomenon in many ways. There exists an extensive body of literature that attempts to explain how commitment works, and why some people remain committed while others do not. One piece of

the commitment puzzle that has not been addressed extensively is its inception – when, and why, do people make first moves toward commitment, and how grand are typical first moves? Prior research on commitment in general suggests that dependence and attachment style may be extended to predict the first move toward commitment. For the current study, married couples completed scales measuring dependence, attachment style, and interdependence-style motivation elements in a potential predictor model for first moves toward relationship commitment. Hierarchical regression analyses were employed to determine the respective roles of dependence, attachment style, and motivation to commit as predictors of first move latency (time from beginning of relationship to the first move toward commitment) and first move magnitude (seriousness of first move). A pilot study performed prior to the current study determined a rank order of first commitment moves, which was used in the current study as the measure of first move magnitude.

B40

THE IMPOSSIBILITY OF RANDOM ACTION *Betsy Sparrow, Daniel Wegner; Harvard University* – Freud maintained that no action is truly random: "...one cannot make a number occur to one at one's own free choice any more than a name" (1901/1965, p. 240). The present studies were designed to test the hypothesis that knowledge acts as a prime that prevents people from answering questions in a random way when they know the answers. We expected that participants who were admonished to answer each of a series of questions as randomly as possible would nonetheless answer easy questions correctly at levels significantly greater than chance. In Study 1, participants were asked to answer 28 (20 easy and 8 difficult) "yes or no" questions randomly (i.e., "try not to generate a predictable pattern"). In Study 2 participants were asked to respond to 56 "yes or no" questions. The second half of the questions were presented under time pressure. In addition, half of the participants were given extra incentive to be random by being told that those who were the most random would be entered into a drawing to win $50. In both studies, participants were asked to give a post-estimate of the percentage of correctly answered questions. Results confirmed our hypothesis that knowledge could not be ignored. In both studies participants' correctness on easy questions was greater than chance. Neither time pressure nor incentive had an impact on this effect. However, the incentive condition did significantly lower participants' estimates of correctness.

B41

THE DOWNSIDE OF SPECIFIC PERCEIVED CONTROL: BLAMING OTHERS FOR THEIR MISFORTUNE *Suzanne Thompson[1], Jennifer Gray[2], Michelle Bovin[2], Desiree Montes[1]; [1]Pomona College, [2]Claremont Graduate University* – Having a sense of personal control is associated with many benefits, but there may also be some disadvantages. According to some authors, the costs of perceived control will be realized by those with a sense of specific control in a particular area, but those with a general sense of control in life may avoid those costs. To test this idea, the current study explored the interpersonal costs of perceived personal control: both specific control in one area (sexual assault), and a general sense of control in one's life. It was predicted that women with a strong sense that they could avoid sexual assault through their own actions will be harsher critics of sexual assault victims, but a sense of general control will not be related to harsh judgments of victims. Fifty college women filled out measures of general perceived control and their control over avoiding sexual assault. They then read about a detailed story that depicted a date rape of a young woman. Measures of hindsight bias for the victim's behavior, disapproval of her actions, and responsibility for the date rape were taken. As predicted, participants with a stronger sense that they could avoid sexual assault used significantly more hindsight bias, judged the victim's behavior more negatively, and held the victim responsible. In contrast, general perceived control was not associated with blame and responsibility. General perceived control may have fewer costs because it is not easily disconfirmed by a single incident.

B42

ATTITUDE FRAMING AND ATTITUDE STRENGTH: WHY "OPPOSERS" ARE MORE RESISTANT TO PERSUASION *George Bizer[1], Richard Petty[2]; [1]Eastern Illinois University, [2]Ohio State University, Columbus* – Emerging research has suggested that the manner in which people frame their attitudes can impact the resistance of those attitudes. Specifically, we have shown that getting people to think of their attitudes negatively (e.g., "I oppose abortion restrictions") results in more resistance to persuasion than does getting people to think of the same attitudinal position positively (e.g., "I support abortion rights"). Two studies were conducted to understand the mechanism for this effect. Study 1 showed that a general "negative mind-set" was not responsible for the effect. Participants reported positively or negatively framed attitudes and were then presented with a persuasive communication either about the target or an irrelevant attitude object. Only participants who read the persuasive message relevant to the target attitude showed less resistance with negatively framed attitudes. Study 2 provided evidence that people engage in less effortful processing of persuasive messages when holding negatively framed attitudes. After a manipulation induced people to think of their attitudinal position either positively or negatively, participants were presented with a persuasive message containing strong or weak arguments. "Supporters" showed a greater effect of argument quality on persuasion than did "opposers," suggesting that the former processed the persuasive message more carefully. Opposers thus showed less persuasion to strong arguments because they did not realize the quality of the arguments.

B43

MOTIVATED MALLEABILITY AND TASK PERFORMANCE FOLLOWING UPWARD AND DOWNWARD SOCIAL COMPARISONS *Marc Kiviniemi; University of Nebraska, Lincoln* – Individuals frequently have self-enhancement motivations when engaging in social comparisons. Kiviniemi's (2001) Exemplar Comparison Model takes an exemplar-based approach to understanding cognitive processes involved in self-enhancing social comparison. According to the model, individuals represent themselves and comparison targets in multidimensional psychological space. To self-enhance, people use motivated malleability during comparisons. When engaging in upward comparisons they shrink relevant dimensions in the psychological space, reducing the distance between themselves and the target and thus making themselves seem more similar to the target. For downward comparisons, they stretch dimensions, thus appearing less similar by increasing the self-target distance. The current study examined the effects of motivated malleability on task performance. Participants received upward, downward, or no social comparison information about their intelligence. After receiving social comparison information, the malleability of the intelligence dimension was assessed. Finally, participants completed an anagram solving task. Results indicated that engaging in motivated malleability was associated with better performance on the anagram task. When participants received upward comparison information, task performance was better when they engaged in more shrinking of the psychological space. By contrast, when participants received downward comparison information, better performance on the anagram solving task was associated with greater stretching of the psychological space. Thus, for both types of feedback, individuals who more successfully used cognitive mechanisms for self-enhancement performed better on the task. These findings suggest that the cognitive processes used to self-enhance during social comparisons may have important implications for understanding individuals' subsequent behavior.

B44

THE BIG FIVE PERSONALITY DIMENSIONS AND SEXUAL INTERACTIONS: A DIARY STUDY *C. Veronica Smith[1], John B. Nezlek[2]; [1]University of Houston, [2]The College of William and Mary* – The purpose of the current study was to examine the relationship between the

Big Five personality domains and sexual interactions. Eysenck originally hypothesized a link between extraversion and positive, increased sexual behaviors and attitudes and a link between neuroticism and negative, problematic sexual behavior and attitudes. Subsequent research has yielded mixed results. Each day for 3 weeks, 70 undergraduate participants described each of their sexual interactions (using a variant of the Rochester Interaction Record (RIR) (Wheeler & Nezlek, 1977)). Participants rated each interaction on nine dimensions (e.g., enjoyment, intimacy, desired, pressured). In addition, they completed the Big Five Inventory (44 Item). The data were analyzed using the program HLM (Byrk, Raudenbush, & Congdon, 2000: Version 5.0 (Student Edition)). Extraversion was not significantly related to any of the interaction ratings. Neuroticism was related to only one interaction rating (a sex by neuroticism interaction), such that participants reported wanting less intimacy if they were male and low on neuroticism or female and high on neuroticism. Conscientiousness and agreeableness, however, revealed an interesting pattern of results. High conscientiousness was related to increased feelings of respect and love and decreased feelings of pressure. High agreeableness was related to increased feelings of being desired and wanting more intimacy from the interaction. The results suggest that extraversion and neuroticism may not be the only Big Five personality dimensions related to sexual behavior. Increased attention should be paid to the role that agreeableness and conscientiousness, as well as other personality factors, play in perceptions of sexual behavior.

B45
EFFECTS OF THE DELIBERATION PROCESS ON MOCK JURY VERDICTS IN STRONG VS. WEAK CASES *Donna Shestowsky, Lee Ross; Stanford University* — This study sought to replicate and extend previous findings concerning the effects of the jury deliberation process on the magnitude of jury awards by demonstrating that the effects of such deliberations depend on the strength of evidence favoring the plaintiff. Mock juries in two states evaluated two civil cases in a counterbalanced within-subject design. One case presented strong evidence for the plaintiff's claim while the other provided weak evidence for that claim (half the participants received a typical sample of anti-plaintiff "tort reform" rhetoric before reading the cases while half received no such message; but this manipulation showed no effect on relevant outcome measures). Individual jurors indicated pre-deliberation judgments on each case then deliberated in groups to reach a verdict for that case, before proceeding to do the same for the second case. Our findings showed that individual liability ratings and awards to the plaintiff increased following deliberations on the strong case, but decreased following deliberations on the weak case. When juries rather than individual jurors provided the unit of analysis, this effect of strength of evidence was further confirmed. That is, liability ratings and awards rose in almost all of the juries for the strong case, but the majority of juries showed no such increases for the weak case. In fact, while some individual jurors had initially favored an award in the weak case virtually none of the juries made such an award. These results are interpreted in light of existing theoretical discussions of group polarization and group norms.

B46
SOURCES OF SELF-ESTEEM: ARE SOME SELF-ESTEEM SOURCES BETTER THAN OTHERS? *Walter Foddis; University of Waterloo* — Some clinical theorists (Bednar & Peterson, 1995, Branden, 1994) have proposed that secure adult self-esteem (SE) is mainly based on volitional actions or "internal" sources, such as perceiving oneself as a causal agent, living according to one's moral values, and working towards meaningful life-goals. Conversely, these same theorists argue that sources of self-esteem external to one's volitional control, such as mood, approval from others, and physical appearance, are inadequate for enduring feelings of self-regard. Interestingly, it is possible for a person to report high SE, yet endorse external sources of SE. These theories would suggest such a person has defensive self-esteem, i.e., a pseudo presentation of high SE due to inadequate, external SE sources. To test this distinction of internal vs. external sources of SE, and their association with self-reported or explicit SE, a self-report instrument was designed with scales to assess both internal and external SE sources. Based on a sample of university students, exploratory factor analysis suggested a two-factor solution that fit the internal vs. external sources of SE distinction. Surprisingly, the internal scales were largely uncorrelated with explicit SE. Yet, as hypothesized, the external scales were negatively correlated with explicit SE (r's = -.20 to -.46). There was no interaction between internal and external SE sources in predicting explicit SE. Interpretations of the findings will be discussed, in addition to potential research questions, especially those regarding defensive self-esteem.

B47
SOCIAL NETWORK ASSOCIATIONS WITH COMMITMENT: AN EXPANSION OF THE INVESTMENT MODEL *Benjamin Le[1], Paul E. Etcheverry[2]; [1]Harford College, [2]Purdue University* — Social networks are an important factor in romantic relationship processes. It has been hypothesized that networks influence relationships decisions (e.g., marriage, break-up), and that people may use others' relationships to construct their definition of relationships, which in turn becomes a referent for evaluating their own partnerships. Also, social networks may socialize individuals into dyadic roles, rewarding pro-relationship behaviors, punishing "separatist behaviors," and publicly acknowledging dyads. Although previous work has alluded to the possibility that networks influence partners' views of normative behaviors, few researchers have investigated this process explicitly. The current study examines the associations between network influence and relationship commitment via the Investment Model. We hypothesized that perceived injunctive and descriptive norms, as well as social comparisons, would each predict satisfaction with, alternatives to, and investments in individuals' relationships. Participants were 260 individuals in romantic relationships who completed measures regarding their perceptions of influence and normative information received from their social network in addition to the Investment Model scale. Furthermore, participants' friends were contacted and asked to provide information regarding their influence on participants' relationships. Path analyses supported the proposed model, with participants' perceptions of network influence independently predicting satisfaction, alternatives, and investments for six of the possible nine paths. Furthermore, the bases of commitment each significantly predicted commitment. In addition, a moderate level of correspondence between participants and their friends was demonstrated for network constructs. Results are discussed within the framework of the Investment Model, highlighting the importance of contextual factors, such as social networks, in understanding relationship commitment.

B48
DIFFERENTIATING VULNERABILITY AND INVULNERABILITY TO DEPRESSION ON THE BASIS OF MOTIVATION: A FACTOR ANALYTIC STUDY *Doug McCann[1], Stephanie Mears[1], Toru Sato[2]; [1]York University, [2]Shippensburg University* — Although the current literature postulates two personality types that act as vulnerabilities to depression (Beck, 1983; Blatt & Blass, 1996; see Blatt & Zuroff, 1992 and Coyne & Whiffen, 1995, for reviews), a recent study indicates measures designed to assess these types tap four underlying constructs (Sato & McCann, 1998). The Sociotropy-Autonomy Scale – Revised (SAS; Clark & Beck, 1995), and the Personal Style Inventory (PSI; Robins, Ladd, Welkowitz, Blaney, Diaz, & Kutcher, 1994), appear to quantify interpersonal sensitivity, attachment, autonomy/insensitivity, and independence/achievement (Sato & McCann, 1998). In addition, a measure of independent and interdependent self-construal, Singelis' Self-Construal Scale (SCS), incorporates items that load on factors related to a vulnerability to depression. The present research was undertaken first to replicate the factor structure of the combined SAS, PSI, and SCS questionnaires, and second to relate these four factors to motivational constructs, both those that have been

linked to depression (Dykman, 1995), and those that have not. The sample was comprised of 95 females, and 26 males in Psychology at York University. Participants received questionnaires over two sessions. The four-factor structure found by Sato & McCann (1998) was replicated. In addition, as anticipated, despite the specific vulnerability implicated, all vulnerable personality types exhibited self-validating motivations, whereas, independence/achievement was associated with self-improvement motivations. Results suggest that motivation may distinguish adaptive from dysfunctional forms of agentic and communal self-conceptions.

B49
EMOTIONAL VULNERABILITY AND THE SELF IN SOCIOTROPY AND AUTONOMY *Stephanie Mears, Doug McCann; York University* — Two personality types, related to agentic and communal concerns respectively, have been identified in the literature as vulnerabilities to depression (Beck, 1983; see Blatt & Zuroff, 1992 and Coyne & Whiffen, 1995, for reviews). Since their identification, the predominant focus in the research has been investigating the specific symptoms and situation vulnerabilities associated with each type (Robins, Hayes, Block, Kramer, and Villena, 1995). Similarly, following Higgins' (1987) outline of self-discrepancy theory, studies have examined associations between self-discrepancies and emotions (Scott & O'Hara, 1993; Strauman & Higgins, 1987), as well as sensitivity to particular psychological situations (Roney, Higgins, & Shah, 1995; Shah & Higgins, 2001). This study was designed to integrate the theories in an attempt to account for prior inconsistent results. The purpose was to examine the role of the self in the vulnerability of sociotropic individuals to dejection, and of autonomous individuals to agitation. We hypothesized that it is the sensitivity of sociotropic individuals to ideal self-discrepancies and the other standpoint that predicts vulnerability to dejection, and the sensitivity of autonomous individuals to ought self-discrepancies and the own standpoint that predicts vulnerability to agitation. The sample included 121 participants (95 females) in Psychology at York University. Questionnaires were distributed over two sessions. Results indicate that sociotropy mediates the relation between ideal self-discrepancies and dejection, whereas, autonomy mediates the relation between ought self-discrepancies and agitation. It appears that the vulnerability of these personality types to depression may be related to particular conceptions of self.

B50
AUTOMATICITY IN GOAL-SETTING: WHEN POSITIVE AFFECT IS LINKED TO END-STATES *Ruud Custers, Henk Aarts; Utrecht University, The Netherlands* — Recent research suggests that goals can be directly activated by the environment and consequently guide our behavior automatically. Consistent with the definition of goals as desired end-states, we investigated the idea that automatic goal-pursuit does only occur when the activated end-state is desired, i.e. associated with positive affect. In 3 experiments, we adapted the evaluative-conditioning paradigm to unobtrusively link end-states to affectively laden stimuli. In Experiment 1, end-states (mundane activities, e.g. "moving") or non-words were subliminally presented, directly followed by either positive or neutral words. Subsequently, as a measure of goal-setting, participants were asked whether or not they wanted to attain these end-states. Results show that participants for whom end-states were linked to positive affect wanted to attain the end-states more often than did participants for whom the end-states were linked to neutral words, or participants that were only presented with positive words. In Experiment 2 we showed that the reverse effect does not occur when end-states are linked to negative affect. That is, participants presented with end-states linked to negative affect did not want to attain the end-state less than the control group, which suggests that participants' responses are not directly based on evaluative judgments of the end-states. In Experiment 3 we replicated the results of Experiment 1 in a within-participants design, ruling out the alternative explanation of mood effects. These results suggest that end-states are automatically set as goals when associated with positive affect.

Therefore, this association could be an important precondition for automatic initiation of goal-directed behavior.

B51
THE INFLUENCE OF RELATIONAL VARIABLES AND PARTICIPANT PERSPECTIVE ON PERCEPTIONS OF FAIRNESS IN THE JUSTICE SYSTEM *Rebecca Anderson[1], Amy Otto[2]; [1]Boston College, [2]Albion College* — A wealth of justice research has demonstrated the significant impact of a procedure's perceived fairness on overall ratings of fairness and satisfaction. Specifically, the group-value model (Lind & Tyler, 1988) proposes that neutrality, trustworthiness, and status recognition are especially influential. Much of this past literature, however, has been correlational in nature and has only examined the perspective of disputants. The present study added to this research by manipulating the relational variables and participant perspective. The design of this study was a 3 (Perspective: disputant, jury member, outside observer) x 2 (Neutrality) x 2 (Trustworthiness) x 2 (Status Recognition) factorial. Participants read a transcript of a civil trial and completed questionnaires that assessed their attitudes and experiences with the justice system and their perceptions of the procedure's fairness. ANOVA revealed that perspective, neutrality, and trustworthiness significantly affected perceptions of fairness. No significant interactions were found. Path analysis indicated that while plaintiffs' ratings of fairness were influenced mainly by the manipulated procedure, the perceptions of jurors and outsiders were heavily influenced by their prior beliefs. The results suggest that the group-value model may be simplistic in its explanation of what elements of a procedure are most important and to whom they matter. There is also evidence that neutrality, trustworthiness, and status recognition are highly correlated. Future research should continue to test the efficacy of the group-value model and further clarify which elements are most important in achieving fairness.

B52
RE-EXAMINING THE RELATIONSHIP BETWEEN SOCIAL IDENTITY AND PERSUASION: THE PERSUASIVE POWER OF ENEMY OUTGROUPS *Robert Mirabile; Princeton University* — Prior research on the impact of social identity on persuasion has highlighted the conditions and processes by which ingroup sources are more persuasive than outgroup sources. The current research, however, examined whether there are different types of outgroups sources, and whether there are conditions in which outgroup sources are more persuasive than ingroup sources. In Study 1, attitude change and related responses were gauged after participants were exposed to a persuasive message from one of three sources: an ingroup, enemy outgroup (stereotypically oppositional), or alternative outgroup (stereotypically non-oppositional) member. Also, because the distinction between enemy and alternative outgroups hinges on perceptions of opposition, the message topic was varied as either definitional to the distinction between the salient social groups or non-definitional. In the conditions where the topic was definitional, the message advocated a position that was nonprototypical of the enemy outgroup source. As predicted, participants were most persuaded by an enemy outgroup source in the definitional, but not non-definitional conditions. Also, the effect of enemy outgroup source on persuasion was partially mediated by increased perceptions of source objectivity and viewpoint unexpectedness. In a second study, this enemy outgroup persuasion effect was replicated using a different topic, paradigm, and social groups. Implications of this research for the social identity and persuasion literatures are discussed.

B53
SELF-OTHER AGREEMENT ON SOCIAL SUPPORT BEHAVIORS *Jay Cohen, Lynn C. Neely, Kathy Tiell, Brian Lakey; Wayne State University* — Perceptions of social support are associated with positive physical and mental health outcomes. Traditionally, researchers believed support perceptions were rooted in actual support behaviors. Yet, studies failed to find a robust link between supportive behaviors and support

perceptions or between support behaviors and mental health. Many scholars blamed these null results on the use of self-report measures of supportive behaviors. This study used self-other agreement to assess the validity of self-report measures of supportive behaviors. One hundred daughter caregivers of a parent with probable Alzheimer's disease and each caregiver's most important support provider independently reported the specific supportive behaviors provided to caregivers, the perceived supportiveness of the provider, and the personality traits of providers. There was high agreement for specific supportive behaviors (r =.75), higher than agreement for perceived support (r = .50) and provider personality (r = .42). We next used methods that controlled for stereotype accuracy (Bernieri, et al., 1994). Again, dyads showed highest agreement for specific supportive behaviors (r = .50), followed by perceived support (r = .29), and provider personality (r = .01). Thus, insofar as inter-observer agreement is a reflection of accuracy, specific supportive behaviors were measured more accurately than was perceived support or provider personality. Previous null relationships between enacted support and health may not have resulted from the poor measurement of specific supportive behaviors. New models of social support that explain the relation between perceived support and health are warranted.

B54
EGOCENTRISM IN RESPONSIBILITY ALLOCATIONS: THE INTERPERSONAL CONSEQUENCES OF "STEALING THE GLORY" *Jeremy Burrus[1], Justin Kruger[1], Kenneth Savitsky[2]; [1]University of Illinois, Urbana-Champaign, [2]Williams College* — People tend to overestimate their own contribution to collaborative endeavors. The present research investigated the interpersonal consequences of this egocentrism. In three studies, participants evaluated a coworker with whom they collaborated on a hypothetical (Studies 1 & 2) or real (Study 3) group project, and then learned how the coworker perceived the division of labor (i.e., how much each individual ultimately contributed to the final product). Consistent with prior work (e.g., Forsyth et al, 1981), participants thought their coworker was more hostile, liked their partner less, and were less willing to work with her again when the coworker's perceived division of labor diverged from their own. Interestingly, supplemental analyses revealed that this negative reaction was a product not so much of the coworker claiming too much responsibility, but from giving too little credit to the participant, factors confounded in previous research.

B55
FANNING THE FLAMES OF ARROGANCE: A DARK SIDE OF SELF-AFFIRMATION *Reeshma Haji, Dinceralp Kocalar, Ian McGregor; York University* — High dispositional self-esteem (HSE), once viewed as a panacea by social theorists, has recently been implicated in a variety of antisocial and defensive outcomes (e.g., Leary & Baumeister, 2000; Baumeister, Evil, & McGregor, in press). The present research investigates whether situational affirmations of self-worth may also have a dark side. In two studies, affirmations of personal worth and success made HSEs more arrogant and less sympathetic toward suffering targets. In Study 1, Canadian HSEs who had written about an academic success they were proud of became particularly rigid (more certain, less ambivalent, and more certain that others agreed with them) in their opinions about Islam. In Study 2, bogus positive personality feedback made HSE participants more rigid in their opinions about social issues (capital punishment and abortion). It also made them less sympathetic and more blaming toward fellow students who were suffering hardships. This arrogance response to affirmation was particularly evident for HSEs with high narcissism and low implicit self-esteem (IAT-SE) scores.

B56
REPLICATION AND EXAMINATION OF A QUESTIONNAIRE MEASURING THE INFORMATIONAL BASES OF FOOD ATTITUDES *Shelley Aikman-Eckenrode[1], Stephen Crites[1], Leandre Fabrigar[2]; [1]University of Texas, El Paso, [2]Queen's University* — Attitude research has found that the informational bases that comprise attitudes

can be identified and measured and that attitudes can be better understood by examining these bases (e.g., Chaiken & Stangor, 1987; Crites, Fabrigar, & Petty, 1994). In a previous study (Aikman-Eckenrode, Crites, & Fabrigar, 2002) we identified informational bases common to a variety of food attitudes (abstract cognitive qualities, general sensory qualities, specific sensory qualities, positive emotions, and negative emotions). The current study sought to 1) replicate our previous findings, 2) explore the predictive validity of the identified bases for global food attitudes, and 3) explore the role of hunger. Initial factor analyses replicated previous findings. Furthermore, the informational bases were found to be differentially predictive of global attitudes toward the various foods. Interestingly, the predictive importance of the informational bases for global attitudes differed for participants who were hungry and those who were not hungry. Previous research has found that food attitudes change as a function of hunger (e.g., Lozano, Crites, & Aikman, 1999), and this finding may suggest one mechanism through which this change occurs – hunger appears to change the importance of certain information and in turn this highlighted information becomes more predictive of global attitudes. Because food attitudes should guide eating behavior just as attitudes toward other objects guide behavior toward those objects (e.g., Fazio, 1990; Fishbein & Ajzen, 1975; Kraus, 1995), understanding how hunger influences food attitudes is a first step in understanding eating behavior, as many food selection decisions are likely made when hungry.

B57
INDIVIDUALISM AND COLLECTIVISM: A CONTENT ANALYSIS OF TEXTBOOK STORIES IN JAPAN AND THE UNITED STATES *Toshie Imada, Robin M. Akert; Wellesley College* — This study content analyzed the cultural values of Japan and the United States as represented in children's school textbook stories. Stories were sampled from Japanese and American language textbooks (grades 1-6). Each story was rated for 49 themes reflecting collectivistic or individualistic cultural values; specific details of the stories were also coded. Acceptable levels of interrater reliability (using a blind coder) were reached. The results for 41 of the cultural themes supported our hypotheses. American stories reflected significantly more individualistic values (e.g., independence, freedom, self-development, ambition, success, courage, and choosing own goals) than did the Japanese stories, while the Japanese stories reflected significantly more collectivistic values (e.g., humility, moderation, respectfulness, loyalty, group harmony, self-sacrifice, and accepting one's lot in life) than did the American stories. In addition, the American stories were significantly more likely to have first-person narrators, happy plots, end in success, attribute the outcome to the individual, and have more pictures of only one person than were the Japanese stories. In contrast, the Japanese stories were significantly more likely to have third-person narrators, to sad plots, end in neither success nor failure, attribute the outcome to external factors, and have more pictures with three or more people than were the American stories. These findings supported the different cultural orientations of the two countries, individualism and collectivism, conceptualized by past research. Moreover, this research indicated that textbook stories function as important sources for the young generation to learn about the values of their own society.

B58

PERCEIVING EVIL 2 *Clive Seligman, Scott Veenvliet; University of Western Ontario* – The purpose of the present research was to explore when people would label a harmful act as evil. Following Darley's (1992) proposed definition of evil as an act involving excessive disproportionate harm, 133 participants (53 male, 83 female) either read about a husband who beat his wife into unconsciousness because she burned his dinner (evil condition), or because she revealed that she was having an affair (control). As expected, participants rated the husband and his behaviour in the evil scenario as more evil and bizarre, and less spontaneous and justified than in the control situation. Two potential mitigating factors were also manipulated: The presence or absence of additional information that humanized the husband and the presence or absence of information that indicated the husband had a difficult early childhood. The results showed that the presence of information that either humanized the husband or described his difficult childhood decreased participants' ratings of his evilness. Overall, the findings supported the view that perceptions of evil are related to perceptions of disproportionate harm. However, the results did not support our hunch that mitigating factors would only be effective in the control conditions and not in the 'truly' evil ones.

B59

PREFERRED MATE CHARACTERISTICS MATCH ASSIGNED MARITAL ROLES: A TEST OF SOCIAL ROLE THEORY *Mary C Johannesen-Schmidt; Oakton College* – A debate in the study of sex differences centers on whether the mate preferences of men and women are the result of evolved dispositions (e.g. Buss, 1989) or differences in social roles (e.g., Wood & Eagly, 1999; Johannesen-Schmidt & Eagly, 2002). This study tests the social role prediction that sex differences in preferred mate characteristics reflect differences in marital role expectations. The 61 male and 71 female participants were assigned to either a breadwinner role, a domestic caretaker role, or a control condition in which no role was assigned. Participants first described a typical day in their life in this role and then rated a list of 21 characteristics in terms of desirability for a spouse. Our predictions, in line with social role theory, were that individuals should desire a spouse possessing characteristics associated with the complementary marital role. As predicted, individuals assigned to the breadwinner role placed greater emphasis on finding a younger mate with good domestic skills than did individuals assigned to the breadwinner role. Individuals assigned to the domestic role placed greater emphasis on finding an older mate with good provider skills than did individuals assigned to the breadwinner role (all ps < .01). Although sex differences in mate preferences were not eliminated by variation in assigned role, these assigned roles had similar impact on male and female participants. Thus, this study provides important evidence in support of social role theory that expected marital roles are related to preferred mate characteristics.

B60

"LOVE THE SINNER, HATE THE SIN:" REALITY OR FICTION? *Scott Veenvliet, Bruce Hunsberger; Wilfrid Laurier University* – Intrinsic Religious Orientation (IRO) has been consistently associated with low prejudice (Batson, Schoenrade, & Ventis, 1993). However, there is increasing evidence that IRO does not protect one against prejudice toward gay men and lesbians. Batson et al., (1999) and Fisher et al., (1994) reported a negative relationship between IRO and tolerance toward lesbians and gay men, while Fulton, et al., (1999) reported no correlation. We hypothesized that failure to distinguish between persons and their behaviour confounded these previous results. In the present study, 169 male and female undergraduate students completed several scales measuring religious orientation, church teaching of "love the sinner, hate the sin," and attitudes toward gay men, lesbians and same-gender sexual behavior. Results showed that for subjects who attended religious groups who emphasized "love the sinner, hate the sin," there was a positive rela-

tionship between IRO and tolerance toward gay men and lesbians, but a negative one with regard to their same gender sexual behavior. For subjects who attended church groups that did not emphasize explicitly "love the sinner, hate the sin," there was a negative relationship between IRO and tolerance toward gay men, lesbians and also to same-gender sexual behavior. We conclude that religious group emphasis on distinguishing between persons and their sexual behaviour resolves the previous inconsistencies between IRO and prejudice toward gay men and lesbians.

B61

OPTIMISTIC SOCIAL COMPARISONS AND THE HEALTH OF OLDER ADULTS LOW IN INTERNAL HEALTH LOCUS OF CONTROL. *Dan Bailis, Judith G. Chipperfield; University of Manitoba* – Older adults who report optimistic views of their health and functioning reliably experience lower morbidity and distress and longer survival than objective indicators of their health would predict. Social comparison theory suggests that people may attain such benefits by comparing with others strategically, favoring the self. The present research examines the relative importance of optimistic social comparisons as predictors of health service utilization and mortality among older adults grouped by high or low internal health locus of control (IHLC). Individuals high in IHLC perceive themselves as agents of behavior on which their health depends; they should be less reliant than those low in IHLC on external feedback to remain optimistic about their health and functioning. Therefore, we hypothesized that positive social comparisons would predict lower health service utilization and mortality, primarily among respondents low in IHLC. Using linked interview and administrative data from 318 respondents (aged 72-99, M=80, 62% female), we examined positive social comparisons in relation to the number of physician visits and occurrence of hospitalization and death in two years postinterview. Parallel analyses of respondents with above- and below-median IHLC (median=18, range 5-30) controlled for respondents' age, sex, activities of daily living, and physician visits/hospitalization in two years preinterview. Only preinterview physician visits predicted those postinterview. As hypothesized, more positive social comparisons predicted lower odds of hospitalization and mortality, only among respondents low in IHLC. Consistent with Heckhausen and Schulz's life-span theory of control, social comparison may assist motivation when primary control striving fails.

B62

PERSONALITY AND PRESTIGE: REINVENTING THE WISCONSIN STATUS ATTAINMENT MODEL *P.D. Harms, Brent Roberts; University of Illinois, Champaign-Urbana* – The Wisconsin Status Attainment Model proposed by Sewell and Hauser (1980) provides a comprehensive model describing the process by which individuals attain prestige in society. The model utilizes the measurement of sociological factors and aspirations along with limited measures of individual differences, but lacks relevant psychological factors. When personality factors are added to the model, it can be expected that the goodness-of-fit of the model will significantly improved. Data were collected from a longitudinal study (N=921) in New Zealand following a complete birth cohort from ages 3-26. The Multidimensional Personality Questionnaire (A. Tellegen, 1982) was used to measure personality factors along with standard measures for assessing the other components of the Wisconsin Model. Preliminary regression analyses indicated that four personality traits were most relevant to the process of attaining prestige above and beyond the standard components of the Wisconsin Model. Control (b=.13, p<.001), Aggression (b=-.11, p<.001), and Alienation (b=-.16, p<.001) predicted educational prestige levels. Traditionalism (b=.12, p<.001) was the sole personality factor that predicted occupational prestige outcomes. Using the program AMOS 4.0, these personality traits were added to the Wisconsin Model and tested for improvement to good-of-fit. Each of the personality factors demonstrated the capacity to significantly improve the fit of the model. Additionally, adding combinations of these personal-

ity factors proved to have an additive effect on the degree of improvement. The resulting models indicate that personality factors play a significant role in the process of attaining prestige, but also serve as mediators of sociological factors usually implicated in the process of status attainment

B63
PERSONALITY AND LANGUAGE: A BILINGUAL STUDY *Nairan Ramirez, James W. Pennebaker; University of Texas, Austin* – "Learn a new language and get a new soul" says a Czech proverb. Is it true that bilinguals perceive that they have different personalities in the use of one language or the other? Moreover, do other people perceive that bilinguals have different personalities when they use one language or the other? These two questions were of primary interest in the present research. Twenty three Spanish-English bilinguals participated in two sessions, in one they responded to the Big Five Inventory (BFI) in English and were videotaped in a 5min interview carried out in English. In the second session, conducted at least a week later (counterbalanced), they responded to the BFI in Spanish and were interviewed in Spanish. Four judges rated the videotaped interviews in English and Spanish (with the volume off) and evaluated targets' personality and emotional expressiveness. Results showed that participants' scores in Extraversion and Conscientiousness were higher in the English version of the BFI. Additionally judges perceived more emotional expressiveness in targets when they spoke in Spanish than English. Familiarity with the respective language did not interact with self-reports and judge's ratings within language. Results are discussed within the context of a language-based theory of personality.

B64
ARE ATTRIBUTIONS TO DISCRIMINATION SELF-PROTECTIVE? THE MODERATING ROLE OF GROUP IDENTIFICATION. *Shannon K. McCoy, Brenda Major; University of California, Santa Barbara* – We tested competing hypotheses regarding the emotional and self-esteem consequences of being able to attribute negative feedback to prejudice against one's group. Crocker and Major's (1989) hypothesis predicts that blaming the discrimination of others for negative outcomes can protect the personal self. In contrast, the rejection identification model (Branscombe, Schmitt, & Harvey, 1999) predicts that blaming negative outcomes on discrimination will not be self-protective because discrimination implicates a core aspect of self: one's group identity. However, individuals differ in the extent to which they incorporate the group into the self-concept. We hypothesized that the extent to which an individual identifies with the group moderates the affective and self-esteem consequences of attributions to discrimination. Women received negative feedback on a speech from a man who expressed either sexist or nonsexist attitudes. Attributions for the negative feedback, emotions, and self-esteem were then assessed. As predicted, the presence of sexism only buffered self-esteem and depressed mood for women who were low in group identification. Our results provide an opportunity to reconcile to seemingly disparate hypotheses regarding the affective and self-esteem consequences of attributions to discrimination. Crocker and Major's hypothesis that attributions to discrimination are self-protective may be primarily effective for individuals who do not consider the targeted group a central aspect of identity. In contrast, Branscombe and colleagues hypothesis that these attributions are not self-protective may be especially true for individuals who consider the targeted group a central aspect of identity.

B65
SELF-DETERMINATION, INTEGRATED SELF-STRUCTURES, AND PERFORMANCE *Holley Hodgins, Chad Miller, Emily Paxhia, Sara Randazzo, Elyssa Schick; Skidmore College* – This research examined the effect of primed motivation on the integration of self-structures by randomly assigning undergraduate participants to autonomy, control, or impersonal motivation priming. Evaluative integration versus compartmentalization of self-structures was measured using a card sort task. The results show that autonomy motivation led to the highest evaluative integration of self, control motivation to moderate integration, and impersonal motivation led to the lowest integration. Furthermore, primed motivation influenced spatial and verbal computer game performance in a similar pattern, with autonomy resulting in the best performance, control motivation being moderate, and impersonal motivation resulting in the worst performance. The results are consistent with a model in which autonomy is associated with integrated self-structures, genuine self-esteem, and openness to ongoing events, and these facilitate performance.

B66
ATHLETIC SELF-CONCEPT IN ADOLESCENT GIRLS AND BOYS *Sirinda Sincharoen, Tara Smith, Campbell Leaper; University of California, Santa Cruz* – Sport participation is a social institution in which nearly all Americans are involved at some point in their lives. Participating in sports or other physical activities plays a role in defining self-concept by influencing our physical self-perceptions. This study examined the correlates of sport participation and athletic self-concept in adolescent girls and boys. Aspects of athletic self-concept related to identity and self-evaluation were examined. One hundred sixty-nine adolescents attending summer sport camps participated in the survey. Components of athletic self-concept included athletic identity, perceived physical competence, and physical self-efficacy. Separate regression analyses were performed for girls and boys. The results indicated that boys' athletic identity was most strongly predicted by a social comparison orientation, whereas girls' athletic identity was predicted most strongly by a goal orientation. Perceived physical competence was most strongly predicted by perceived physical appearance for both girls and boys. With regards to physical self-efficacy, sport participation and perceived physical competence were significant predictors for girls, whereas perceived physical appearance was the only significant predictor for boys. The findings underscore ways that athletic self-concept may vary according to sport participants' gender. Understanding how sport participation can influence girls and boys differently has important implications for structuring sport programs to promote optimal benefits in self-concept for participants from diverse backgrounds.

B67
LOOKING BACK ON BETTER TIMES: TEMPORAL APPRAISALS IN ROMANTIC RELATIONSHIPS *Jessica J. Cameron[1], Anne E. Wilson[2], Michael Ross[1], John G. Holmes[1]; [1]University of Waterloo, [2]Wilfrid Laurier University* – Recent research suggests that people in romantic relationships retrospectively deprecate the recent past, creating the illusion of improvement even when contemporaneous ratings reflect stability or decline (Karney & Frye, 2002). Reportedly, such perceptions facilitate relational optimism. In two experiments, we extended past investigations by focusing people on potential relationship threats and then randomly assigning them to evaluate recent or distant pasts. In Study 1, participants rated their relationships on both positive and potentially threatening characteristics (e.g., conflict) for the present and for either the distant or recent past. Results revealed that only for the threatening characteristics, participants described the distant past more favorably than those who had described a recent past (controlling for present ratings). In Study 2, participants were led to believe that they were currently experiencing conflict in their relationships, then were told that this problem was either serious or unimportant. Participants then described either a distant or recent past. Those who believed that the problem was serious described the distant past more favorably than the present and those who considered the recent past. We suggest that relationship partners might benefit by criticizing a recent past but not by criticizing the remote past because doing so might highlight that the critical issue has always been a problem. Instead, people may prefer to look back, perhaps with nostalgia and hope, upon a much better distant past. Consistent with this notion,

when relationships were troubled, recalling a more distant past led participants to feel more optimistic about their relationships.

B68
PERCEIVED PARTNERS' REACTIONS TO TREATMENT OF EARLY STAGE BREAST CANCER *Sarah Wimberly, Charles Carver; University of Miami* – The diagnosis and treatment of breast cancer influences women's lives on many levels. One common concern is how this crisis will affect the woman's close relationships, in particular her relationship with her partner. This study investigated the relationship between the patient's perception of her partner's reaction to her surgery and her psychological and psychosexual adjustment. Our sample included 240 women (62 Hispanic, 26 African American, 152 Non- Hispanic White) with Stage 0, I, and II breast cancer. Women were assessed at 3, 6, or 12 months post-surgery. Predictor variables included partners' expression of emotional involvement, partners' initiative in viewing the incision, partners' reactions to the incision, participants' ratings of the first post-surgical sexual experience, sexual frequency, and extent to which the partner initiated sexual activity. Outcome variables included psychosexual adjustment, emotional distress, and marital satisfaction. Partners' reactions to the surgical incision, first post-surgical sexual experience, and partners' expression of emotional involvement were all related to outcome variables. The less women perceived their partners to be bothered by the scar, the stronger their feelings of femininity and attractiveness. The higher rated quality of the first post-surgical sexual experience, the stronger their feelings of femininity and attractiveness, the less emotionally distressed they felt, and the more satisfied the women were with their marriage. Also, the more the women saw their partners as emotionally involved in the relationship, the less emotionally distressed they felt and the more satisfied they were with their marriage.

B69
FACING PREJUDICE AND THE CONSEQUENCES FOR SELF-ESTEEM: THE MODERATING ROLE OF LEGITIMIZING IDEOLOGIES *Brenda Major, Shannon McCoy, Cheryl R. Kaiser; University of California, Santa Barbara* – Drawing on social justice theories, we hypothesized that endorsement of t he Protestant Ethic moderates the self-esteem consequences of facing blatant evidence of discrimination among low status groups. Latino American participants who had previously completed a measure of Protestant Ethic endorsement, read a brief newspaper article that either indicated that prejudice against Latino Americans was on the rise, or that prejudice against a group in a foreign country was on the rise. Participants then completed a self-esteem scale. As predicted, Protestant Ethic endorsement was negatively associated with self-esteem when participants read that prejudice against the ingroup was on the rise. In contrast, protestant ethic endorsement tended to be positively related to self-esteem when participants read about prejudice increasing against an outgroup. This suggests that endorsement of the Protestant Ethic served as a source of vulnerability when Latino Americans faced evidence of increasing ingroup prejudice, but served as a source of resilience in the control condition. These findings add to a building literature that illustrates that endorsement of status legitimizing ideologies, such as the Protestant Ethic and the belief in individual mobility, influence whether individuals blame negative events on discrimination (Major, et al., 2002; McCoy & Major 2002), as well as, the emotional consequences that stem from these attributions (Major & Kaiser, 2002; McCoy & Major, 2002). Status-legitimizing ideologies may lead low status groups to fail to recognize the injustice they face, thereby protecting well-being. However, when confronting discrimination is unavoidable, endorsement of these ideologies may serve as a vulnerability factor.

B70
INFORMATION AVAILABILITY, NEED FOR COGNITION, AND BIAS CORRECTION STRATEGIES *Natalie Dove[1], Duane Wegener[1], Richard Petty[2]; [1]Purdue University, [2]Ohio State University* – The Flexible Correction Model (Wegener & Petty, 1997) focuses on "top-down" use of naive theories in correction. Other "bottom-up" models postulate discarding of biased responses and replacement (Fiske, Lin, & Neuberg, 1999; aka "recomputation," Strack, 1992). We believed that "bottom-up" corrections would be most likely when people encounter manageable amounts of available information. When recomputation is unmanageable (e.g., unavailable information), we believed theory-based correction would be more likely. Purdue University participants examined profiles of business professionals that included Purdue graduates, Indiana graduates, and other graduates. In the profiles, the Purdue graduates were shown as making (on average) $10,000 more than the Indiana graduates. After viewing the profiles, participants were asked to judge groups of profiles based on school affiliations. Before judgments, the original profiles were either briefly available or not. After judgments were complete, participants then viewed a second set of profiles showing Purdue graduates as more valuable and were given a conditional correction instruction (Stapel, Martin, & Schwarz, 1998) before the profiles were (or were not) made available. Theory-based correction would result in less (or reversed) difference in worth between Purdue and Indiana graduates, whereas recomputation would result in differences more similar to the presented salary information. Participants low in Need for Cognition (NC) always preferred Purdue over Indiana graduates. However, corrected judgments for participants high in NC were consistent with theory-based correction (if information was unavailable) and recomputation (if information was available; $F(1, 49) = 5.62$, $p < .03$, for the School X Availability X Correction interaction].

B71
UNITED WE STAND? PATRIOTISM AND HOSTILITY TOWARD ETHNIC MINORITIES *Thierry Devos[1], Stephanie Goodwin[2]; [1]San Diego State University, [2]Purdue University* – Several theories of group identification and attitudes (e.g., Common Ingroup Identity Model, Self-Categorization Theory) suggest that group members close ranks in the face of adversity, with past divisions and conflicts giving way to unity and solidarity. Americans' reactions to the terrorist attacks of 9/11 represent a unique opportunity to test this hypothesis. Opinion polls suggest the attacks prompted increased patriotism and national identification. But have they prompted unity among the diverse groups that comprise the American population? We investigated links between psychological ties to America and reactions to different racial/ethnic groups in the wake of the attacks. We recruited participants 2 and 6 months post-attack, sampling from campuses located in New York City and West Lafayette, Indiana. Participants completed multiple measures of national identification, patriotism, racial/ethnic group attitudes, and support for government policies restricting these groups. Results revealed consistently greater negativity toward Arab-Americans compared to African- or White-Americans. More importantly, patriotism was positively correlated with hostile reactions toward Arab-Americans. This pattern did not merely reflect pro-White attitudes. Rather, this patriotism entailed an active hostility directed toward Arab-Americans, as evidenced in more negative emotional reactions, behavioral intentions, and policy opinions. Patriotism and antagonistic attitudes significantly accounted for support of government actions infringing the rights of legal immigrants (e.g., monitoring their whereabouts, indefinite detention of criminal suspects). Although attitudes toward African-Americans were relatively more sympathetic, they were unrelated to measures of national identification and patriotism. In sum, our findings demonstrate that increased super-ordinate group identification may correspond with division among sub-groups.

B72

THE STRUCTURE OF PEOPLE'S PERCEPTIONS OF SITUATION ATTRIBUTES *John A. Edwards; Oregon State University* – Social Psychology emphasizes the importance of the situation in determining behavior, yet the field has not focused particularly well on how people think about situations. One way of approaching this topic is to examine people's perceptions of the attributes of situations. It may be that people see situations as having attributes or traits in much the same way that they see other people as having traits. A study was conducted examining the structure of people's perceptions of situation traits. Using the "lexical approach" (e.g., Allport, 1937), a comprehensive, unabridged dictionary was consulted by two independent judges to identify all words that might be used to describe the attributes or traits of a situation. Words were chosen such that they would fit into the sentence "that was a _____ situation" (e.g., that was a boring party). A third judge mediated disagreements. From this master list, a random sample of 400 words was drawn. 316 participants rated each word for the extent to which it characterized the situation they were in at 7 p.m. the previous evening. The sample of words was split into two, and each half was factor analyzed using a number of different factor analysis techniques. These analyses consistently produced four factors: a general positive factor, a general negative factor, a factor suggesting that the situation fostered productivity or was necessary, and a factor suggesting that the situation was relaxed or routine.

B73

COMPARISON OF IMPLICIT AND EXPLICIT DISGUST AND FEAR RESPONDING AMONG SPIDER PHOBICS *Bethany Teachman; University of Virginia* – Although anxiety disorders are typically thought of as maladaptive fear responses, recent research suggests that other dys-regulated emotions may also play a critical role. In some cases, individuals with specific animal fears, like spider phobics, will endorse fear and disgust with equivalent magnitude when confronted with their feared stimuli (e.g., Tolin, Lohr, Sawchuk, & Lee, 1997). The current study compared implicit and explicit disgust and fear responding among spider phobics and non-fearful controls and examined how disgust responding predicted treatment outcome for treated phobics. In general, results indicated that comparable implicit measures of spider fear and disgust (relative to snakes; as measured by the Implicit Association Test) did not differ in magnitude for phobics or controls, while subjective verbal reports of anxiety were typically higher than equivalent reports of disgust for both phobics and non-fearful controls. This was true pre- and post-treatment and at two-months follow-up for the phobic group. Further, implicit measures of disgust did not predict treatment outcome for the phobic group (as indicated by behavioral approach to a live spider), while there was a trend toward verbal reports of disgust (post-treatment) predicting behavioral approach. Findings are discussed in the context of similarities and differences across implicit and explicit measures of emotions along the range from normal to pathological, phobic responding.

B74

THE EFFECTS OF VARIABILITY AND EXPECTATIONS ON UTILIZATION OF MEMBER EXPERTISE *Michael Baumann[1], Bryan L. Bonner[2,3]; [1]University of Texas, San Antonio, [2]University of Utah, [3]David Eccles School of Business* – One factor thought to affect a group's ability to make use of member expertise is the degree of variability between members (e.g., Libby, et al., 1987). When variability is low all members perform about the same. Thus, there is little observable evidence of differences in ability. This suggests a possible interaction between variability and expectations. In the absence of evidence upon which to judge ability, members have only their prior expectations to use in judging each other. When variability is high, members have evidence upon which to revise their expectations. Therefore prior expectations should have a stronger effect on groups low in variability than those high in variability. Participants were assembled into 3 person groups such that members had similar (Low Variability) or dissimilar (High Variability) ability at the deductive logic puzzle Mastermind. Group members were brought together and given Veridical Information, No Information, or False Information regarding relative member expertise at Mastermind and asked to solve Mastermind as a group. Kolmogrov-Smirnov tests of social permutation models (Bonner, et. al, 2002) revealed main effects of variability consistent with previous research. For Low Variability groups the best fitting models weighted member inputs equally and for High Variability groups they weighted the expert's input twice as heavily as any other member's (in spite of the expert being incorrect in the vast majority of cases). As predicted, Low Variability groups were more affected by prior expectations than were High Variability groups. Low Variability groups were especially vulnerable to False Information.

B75

THE INTERPERSONAL LOYALTY SCALE *Andrew Beer, David Watson; University of Iowa* – When people speak of loyalty, they usually think of it as a trait. That is, they implicitly classify some individuals as very loyal and others as less so. Despite this, however, the concept of trait loyalty has received virtually no attention from personality and social psychologists. Instead, most research has focused on loyalty in terms of products, brands, or employees, rather than the part loyalty plays in interpersonal relationships. Consequently, the basic goal of this research was to create a self-report measure of interpersonal loyalty. In the initial phase of the study, 46 loyalty items were administered to 589 undergraduates; the participants also completed the Big Five Inventory (BFI), a measure of the prominent five-factor model. Principal factor analyses revealed two factors, which were labeled Individual Loyalty (e.g., "I stand by my friends, even when they make mistakes"; "I am always ready to come to the aid of a friend") and Group Loyalty (e.g., "I am loyal to my country", "I would describe myself as a 'team player'"). Together, these scales comprise the Interpersonal Loyalty Scale (ILS). The ILS scales both were internally consistent and only modestly related to one another. In addition, both scales were positively correlated with the BFI Extraversion and Agreeableness scales. In the second phase of the study, 75 students—most of whom also participated in the Time 1 assessment—completed the ILS, the BFI, and additional measures of interpersonal traits. Analyses indicated that the ILS scales were strongly stable over time, and reaffirmed their significant associations with Extraversion and Agreeableness.

B76

AGREEABLENESS AND EMOTIONAL RESPONSES TO UNDESIRABLE GIFTS *Renee Tobin[1], William Graziano[2], Jessica Kieras[3]; [1]Illinois State University, [2]Purdue University, [3]University of Oregon* – Emotion regulation is one of the central aspects of daily life. The present study uses a social exchange situation as a vehicle for studying individual and situational differences in emotion regulation. More specifically, we examined Agreeableness, the motive to maintain smooth interpersonal relations, and the presence of a parent as predictors of emotional displays. Based on the Mistaken Gift paradigm (Cole, 1986; Saarni, 1984), child participants (N = 117) received a desirable gift after performing a book-rating task. This first exchange created the expectation in participants that the receipt of a desirable gift would follow future task performance. After completing the second task, however, participants either in the presence or absence of a parent received an undesirable gift and their reactions to these gifts were captured on videotape for observational coding. Observational coders rated each participant's emotional responding on ten items using five-point Likert-type scales. After assessing the reliability of observational coding, these ten emotional responding items were reduced to two factors, negative and positive affect. Regression analyses indicated that Agreeableness was a significant predictor of negative affect displays following the receipt of undesirable gifts. Children high in Agreeableness displayed less negative affect than did children low in Agreeableness. Parental presence and sex also predicted positive

affect such that girls and children in the presence of a parent displayed more positive affect than did boys and children without a parent present. These and other results are discussed in terms of the five-factor approach to personality and links to emotion regulation.

B77
IS STEREOTYPE THREAT A CONSEQUENCE OF EXPECTED COMPARISON TO MAJORITY MEMBERS' PERFORMANCE? *Lloyd Ren Sloan[1], Michael Glenn[2], Kellina Craig[1]; [1]Howard University, [2]Emory University* — Recent Stereotype Threat findings indicate that ability-diagnostic testing on challenging stereotype related materials in exclusively minority settings doesn't arouse minority persons' stereotype awareness or decrement performance, qualifying Steele and Aronson's (1995) original proposal. Their hypothesized Stereotype Threat performance decrements however do result when diagnostic testing occurs in outgroup (majority) presence or contexts, suggesting that stereotype threat decrements also may require outgroup presence. Does this outgroup presence act simply as an additional reminder of the stereotype or is it a specific cue to expected performance (and evaluation) comparison to stereotype favored majority members? Methods: An African-American university's students (n=280) received challenging verbal (SAT) tests described in standard instructions as individually Diagnostic or Nondiagnostic by White or Black experimenters (testing small groups of Black participants) or by Black experimenters in three additional conditions, in which participants' performance would be compared to: (1) students at state (presumably majority) universities or (2) White students at nearby high status universities or (3) White students already tested allowing immediate comparison to the participant's score. Results: White experimenter's produced familiar stereotype threat performance decrements while African American experimenters' didn't, suggesting that some outgroup cues are required. Adding majority comparison to African American experimenter conditions didn't produce the Stereotype Threat effect regardless of how explicitly majority ethnic comparison was indicated or how immediately personal it was. Conclusions: These findings suggest that comparison concern impacts are a negligible component of outgroup presence's impact on Stereotype Threat effects, even when comparisons are explicitly race related and in the participant's presence.

B78
FUNDAMENTAL SOCIAL MOTIVES AND FUNCTIONAL PROJECTION: HOW SELF-PROTECTION AND MATING CAN BIAS INTERPERSONAL PERCEPTION *Jon Maner[1], Douglas Kenrick[1], Mark Schaller[2], Steven Neuberg[1], D.Vaughn Becker[1], Jonathon Butner[1]; [1]Arizona State University, [2]University of British Columbia* — Results from an experimental study suggest that active self-protective and romantic goals lead to biases in how people perceive the emotions of goal-relevant social targets. Consistent with predictions, activating a self-protective motive led white undergraduates, particularly males, to perceive greater anger in black male faces, an outgroup heuristically associated with physical threat. Activating a romantic motive led male, but not female, participants to perceive more sexual arousal in attractive opposite sexed targets. Activating these motives did not influence perceptions of goal-irrelevant targets. Additionally, participants with chronic self-protective and romantic motivation showed similar biases, but only in the absence of acute goal activation (i.e., in a control condition). Results are discussed in terms of the potential functions of these biases in facilitating goal-relevant approach or avoidance behaviors.

B79
ACCENTUATION EFFECTS IN THE RECOLLECTION OF ETHNICALLY AMBIGUOUS FACES *Johanne Huart[1], Olivier Corneille[1], Emilie Becquart[1], Serge Bredart[2]; [1]Catholic University of Louvain, Belgium, Louvain-la-Neuve, [2]University of Liège, Belgium, Liège* — The present research examines the impact of the undirected categorization of ethnically ambiguous faces on the recollection of these faces. Our hypothesis was that the categorization of a face should bias its recollection so that this face is recalled as more typical of the category than it actually is. Participants were presented with faces lying at different locations of various inter-ethnic continua (i.e., Caucasian- North African, and Caucasian-Asian faces were entered as source images in a morphing program). In three studies, the prevalence of exclusive ethnic features in a face distorted Ps' recollection towards more typical exemplars of the face category. Specifically, recollections of the 30% North African (or 30% Asian) faces shifted towards Caucasian source faces, while recollections of 70% North African (or 70% Asian) faces shifted towards North African (Asian) source faces. No systematic distortion emerged for the 50% faces. Importantly, these category-consistent distortions were provided with high levels of confidence and lasted over a period of one-week (Study 1 and 2). We elaborate on the theoretical and practical implications of these findings.

B80
CHANGES IN AFFECTIVE AND LIKELIHOOD RATINGS IN RESPONSE TO THE PRESENTATION OF ABSOLUTE AND COMPARATIVE RISK INFORMATION *Peter Harris; University of Sheffield,Centre for Research in Social Attitudes* — I present the findings of a study run in the US (N=107) and UK (N=246) in response to Klein's (1997) intriguing finding that, when absolute and comparative risk were crossed experimentally, participants were disturbed by their comparative risk and typically not by absolute risk. The differences from Klein (1997) included smaller risks (more like those that arise in genetic testing), a no comparative information control, ratios to determine the above and below average figures where these were manipulated, and a broader range of DVs. The goal was to implement recommendations for research made in a recent review of experimental studies of this issue. Participants were presented with hypothetical information about their risk of Deep Vein Thrombosis in a between-participants design. The low (4/100,000) and high (30/100,000) absolute risks were the genuine chances of experiencing a venous blockage through clotting for those with or without a common protein deficiency. In two conditions it was possible also to provide the genuine average risk (5/100,000). Thus in four of the six conditions the numbers were genuine. The risks were presented to participants as cases per 100,000 and as percentages. The US sample was more disturbed/worried by the absolute information than was the UK sample. There were no effects of comparative information. For likelihood, both absolute and comparative risk interacted with target (self and average other), as did US/UK. In other DVs the effects were typically stronger for absolute risk and in the US. These findings contrast with Klein's, but make sense theoretically.

B81
INTERGROUP DISCRIMINATION IN E-MAIL COMMUNICATION *Katja Ehrenberg[1], Wendy van Rijswijk[2]; [1]University of Bonn, [2]University of Nijmegen* — Instances of overt discrimination towards minorities seem to have diminished over time. It has been argued that prejudice still exists but that it results in discriminatory behavior of a more subtle form and can thus not be observed using traditional measures (Frey & Gaertner, 1986). One way of obtaining information about discriminatory behavior unobtrusively is to study presumably incidental helping behavior. In our studies, discrimination towards outgroups was investigated by means of examining whether people would be more likely to respond to an e-mail request for help by a culturally close or distant outgroup sender (Study 1), or an ingroup sender as compared to a sender from a close or distant outgroup (Study 2). Participants received an e-mail containing a small questionnaire and were asked to reply with the answers (Quasi Questionnaire technique; Kremer, Barry, & McNally, 1986). Response rate and time, length and content of the replies were analyzed. In Study 1, response rates did not differ between senders. However, more words were written to help a distant outgroup member than a close ingroup member, indicating reverse discrimination (Fajardo, 1985). This explanation was investigated and supported in Study 1b, in

which it was shown that the same message was evaluated differently depending on the writer's group membership. In Study 2, the close outgroup member received more help than both the ingroup and the distant outgroup member. These results will be discussed in relation to outgroup perception in face to face versus virtual communication.

B82

PLANNED VOLUNTEERISM AND YOUNG-ADULTS: AN APPLICATION OF THE VOLUNTEER PROCESS MODEL ON AN ITALIAN SAMPLE *Maura Pozzi, Elena Marta, Chiara Guglielmetti; Catholic University, Milan* – Most research on prosocial and helping behavior has long been centred on adults' samples. In view of the increasing prevalence of the phenomenon in general, it is surprising that very little is known about youth volunteering, the psychological and social characteristics of this population segment in terms of motivations for and effects of volunteering, and the organizational context in which the voluntary action takes place. The present contribution attempts to understand young-adult volunteerism by addressing the questions: who are the young-adults involving volunteer activities? What moves young-adults to seek out for opportunities to help and sustains their commitment over time? The conceptual model of volunteer behavior that guided this research project is the Omoto and Snyder's (1995; 2000), the "Volunteer Process Model"(VPM) which studies motivational functions served by volunteerism (value, understanding, social, career, ego defensive, enhancement). The aim of the present research project is the application of the Volunteer Process Model on an Italian sample. The VPM has been tested on a sample of 461 young-adult volunteers, aged 24-31, proportionally distributed by the gender, population density in Northern Italy, and voluntary organizations here located. On the basis of the factorial analysis, we propose 4 groups of "motivations" derived from the application of the hierarchical cluster analysis on the sample.

B83

MEDIATION INTERVENTION IN MANDATORY SCHOOL:AN EXPERIMENTAL CASE OF PEER MEDIATION. *Giancarlo Tamanza, Elena Marta, Maura Pozzi; Catholic University, Milan* – The present contribution illustrates a communitarian mediation intervention realized in a scholastic district of Brescia (Italy). The project, developed in the course of a biennium, involved students, teachers and parents in two primary schools and one secondary school. The communitarian mediation project is articulated into five stages: 1- presentation of the research project to parents and teachers, and construction of the project agreement; 2- students' sensibilization about the mediation project; 3- identification and formation of the student mediators; 4- realization of the mediations with the supervision of the psychological staff; 5- project verification with the students, parents, teachers and territorial social-workers. In the course of the biennium approximately 100 interventions of mediation have been realized. They were conducted from the student mediators between/ among their school companions. There were numerous moments of verification and reflection between the psychological research team and the scholastic organization members. Results are interesting for a twofold reason: first, for the elevated number of interventions of mediation realized, second, for the effects produced on the organization bonds and for the sense of belongings in the scholastic community developed by several members.

B84

AUTOMATIC IN-GROUP DEFINITION IN THE MINIMAL GROUP PARADIGM: THE SELF-CONCEPT AND INTERGROUP BIAS *Matthew Farr, Richard Crisp; University of Birmingham, UK* – In minimally differentiated intergroup contexts, in-group favouritism may arise as a result of an implicit process that bases own-group judgements on the (positively evaluated) self-concept. This research aimed to systematically explore the relationships between implicit and explicit processes of in-group definition and intergroup bias which may occur as a function of such 'self-anchoring'. In four studies, a range of paradigms were applied to investigate the role of the self-concept in accounting for implicit and explicit in-group favouritism in minimal, quasi-minimal and generic groups. In Experiment 1 implicit bias was examined using subliminal presentation of minimal group labels in a speeded judgement task. Explicit measures of self-other overlap and in-group favouritism were examined in conjunction with this implicit measure. In Experiment 2 we used an alternative minimal group classification and masked priming to assess implicit bias and introduced analogue scales as an explicit measure. In Experiment 3, we subliminally presented generic group pronouns and self designators in what was ostensibly a pilot task assessing the valence of different personality characteristics. Finally, in Experiment 4 we utilized a computerised between-subjects priming paradigm to expose participants to a series of in-group or out-group generic pronouns before presenting a series of traits for self-attribution. Findings from these four studies suggest a key role for the self in defining the evaluative prototype of the in-group (vis-à-vis the out-group). We discuss the implications of this work for developing models of the nature of implicit and explicit representation and evaluation in intergroup relations.

B85

DYNAMICS BETWEEN SELF-PRESENTATION AND IMPRESSION FORMATION: SELF-PRESENTATION UNDER COGNITIVE LOAD. *Wendy van Rijswijk, Roos Vonk; University of Nijmegen* – Our research aims to investigate how people combine the simultaneous tasks of impression formation and self-presentation. We hypothesize that when people simultaneously try to form an impression of others and want to present themselves favorably, they have to perform one of these activities automatically because they can only pay conscious attention to one at a time. In this particular study we examined people's ability to self-present when they simultaneously have to perform a second task (i.e., under cognitive load). It was assumed that people generally hold positive views of themselves and therefore it was hypothesized that cognitive load facilitates positive relative to modest self-presentations. In addition to cognitive load, our study contained a manipulation of the target the self-presentation was aimed at. Participants were either told that their self-description would be private, or that their self-description would be judged by another person, either a psychologist or a fellow student. Results showed that people were not generally more positive in their self-descriptions under cognitive load, although load led to faster responses overall and faster responses to positive traits than negative traits and faster responses for affirmative than non-affirmative responses. Differences were obtained for self-presentations directed at different targets, e.g., people gave a more negative self-description when presenting themselves to a psychologist. These results suggest that a positive self-description is not necessarily the default, but that depending on the specific self-presentational goal different self-presentation strategies may be activated.

B86

OUTGROUP FAVORITISM AND THE IMPLICIT SELF-CONCEPT: LOOSENING THE TIE THAT BINDS? *Leslie Ashburn-Nardo; University of Kentucky* – Research using the racial Implicit Association Test (IAT; Greenwald, McGhee, & Schwartz, 1998) has revealed that many Black participants show an unconscious evaluative preference for Whites over Blacks (e.g., Livingston, 2002) rather than the typical ingroup preference observed with other social groups. The purpose of the present research was to determine whether holding such outgroup-favoring associations has implications for the self-concept, particularly ingroup identification and self-esteem. Unified theory (Greenwald et al., 2002) proposes that people are motivated to maintain these self-relevant associations in cognitively consistent ways, thereby suggesting two possibilities for those who favor their outgroup: decreased self-esteem or decreased ingroup identity. Fifty-seven Black participants completed three IATs in a random order. Participants categorized names as Black vs. White (e.g., Malik, Frank) and words as pleasant vs. unpleasant (e.g., happy, filth) in

order to determine their implicit racial preference. To assess implicit ingroup identity, participants categorized names as Black vs. White and pronouns as self vs. other (e.g., me, them). In the self-esteem IAT, participants categorized pronouns as self vs. other and words as pleasant vs. unpleasant. In contrast to predictions derived from social identity theory (e.g., Tajfel & Turner, 1986), outgroup favoritism was not associated with a decrease in self-esteem, r (51) = .12, ns. Instead, outgroup favoritism was associated with decreased ingroup identity, r (47) = .31, p < .03. Implications for research on the psychological impact of stigma will be discussed.

B87

SCHEMATICITY FOR HIERARCHIES *Marianne Schmid Mast; Northeastern University, Boston* – Schematicity for hierarchies refers to an individual difference in chronic proneness to process information in terms of status or dominance differences among individuals. Some people seem to pay more attention to dominance hierarchies than others and perceive individuals in social interactions and relationships along a "hierarchy" dimension. The present poster posits that people differ on schematicity for hierarchies and examines the relationship between schematicity for hierarchies and a) accuracy for hierarchies, b) gender-stereotyped view of dominance, and c) gender. Four different schematicity for hierarchies measures were developed (two projective measures, one measure of perceived hierarchy, and a self-report measure). In four studies, a total of 581 undergraduates took the newly developed schematicity for hierarchies tests together with an array of self-report measures. Results showed that within each study, the schematicity for hierarchy measures converged quite well. Being schematic for hierarchies was unrelated to accurately assessing hierarchies and was positively related to seeing men as more dominant than women (stereotypical view of dominance). Men were found to be more schematic for hierarchies than women. The schematicity for hierarchies self-report measure turned out to be a reliable and valid measure of schematicity for hierarchies.

B88

THE GOOD, THE BAD, IT'S ALL UGLY: POSITIVE, NEGATIVE, AND DUAL RACISM *Alexander Czopp, Margo Monteith; University of Kentucky* – Current conceptualizations of racism construe it as comprising largely negative and hostile attitudes. Recent research by Glick and Fiske (2001) suggests that prejudice often consists of complementary positive and negative attitudes and such a combination may be an especially dangerous means of maintaining and justifying intergroup status differences. A new conceptualization of racism is advanced that reflects a duality of traditionally negative attitudes and subjectively more favorable attitudes regarding specific domains of racial stereotypes of Blacks. Data from several samples support the structure of two positively correlated (r = .34) components of Dual Racism. Negative Racism (NR; α = .87) is comprised of hostile anti-Black attitudes in domains of governmental policy, inherent racial inferiority, and interracial contact. Positive Racism (PR; α = .88) reflects favorable attitudes about Blacks' athleticism, rhythmic/musical ability, and social/sexual prowess. Partial correlations indicated that NR correlated strongly with Katz and Hass's (1988) Anti-Black Scale (β = .63) and Brigham's (1993) Attitudes Toward Blacks scale (β = .82), but PR correlated less strongly with such measures (β = .20 and β = .11, respectively). Additionally, PR did not correlate with Katz & Hass's Pro-Black scale (β = .13) suggesting it is tapping into a unique aspect of racial attitudes. PR is important because of its potential for perpetuating the status quo of interracial inequity by relegating praise and success for Blacks to relatively improbable and inconsequential domains, legitimizing more hostile negative attitudes, and incorrectly being perceived by Whites as socially constructive racial "compliments."

B89

CAMPUS POPULATION AND COLLECTIVISM: IS THERE A CONNECTION BETWEEN THE SIZE OF THE STUDENT BODY AND THE LEVELS OF COLLECTIVISM ON CAMPUS? *Birgit Bryant; Le Moyne College* – A meta-analytic examination of the effect of the coaction-performance effect as a function of the level of collectivism of college campuses revealed that there is a relationship between campus population and collectivism. Specifically, analyses revealed a strong connection between college population and collectivism and a highly significant negative relation between college population and the overall magnitude of the coaction effect, such that the larger the population of a campus, the more coactors will impair participants' performance and the smaller the population of a campus, the more coactors will enhance participants' performance. Further analyses revealed a highly significant relation between collectivism levels of college campuses and the magnitude of the coaction effect when college population was partialled out. This implies that that the effects of collectivism on coaction effects cannot be discounted as an artifact of larger college campuses tending to be less collectivistic. Discussion focuses on (1) the influence of self-selection of students high or low in collectivism to smaller or larger colleges and (2) the degree to which the campus population serves to mold the student into someone who is either high or low in collectivism.

B90

THE IMPORTANCE OF THE INTEGRATED SELF IN RELATIONSHIP MOTIVATION AND OUTCOMES *Cynthia Lonsbary, C. Raymond Knee; University of Houston* – General motivation and relationship-specific motivation both predict relationship outcomes. This study tested a single, integrative model in which general motivation predicts relationship outcomes through its influence on relationship-specific motivation. Two hundred four psychology undergraduates in heterosexual romantic relationships completed a battery of questionnaires including measures of self-integration (general motivation), their reasons for being in the relationship (relationship-specific motivation), and their reactions to relationship conflict (relationship outcomes). Hierarchical multiple regression was consistent with the model that self-integration motivates participants' reasons for being in the relationship which, in turn, is related to their reactions to relationship conflict. Thus, the more self-integrated one is, the more intrinsic (less extrinsic) one's reasons for being in the relationship are, and the more likely one is to respond to relationship conflict in an open /understanding (less defensive/avoidant) manner. While the amount of conflict participants perceive in their relationships would seem to affect their reactions to conflict, controlling for perceived conflict in the relationship did not diminish these associations. In other words, people with intrinsic reasons for being in the relationship do not have more or less conflict than those with extrinsic reasons, they simply respond to it differently. Together, these findings demonstrate the importance of the integrated self in the link between intrinsic relationship motivation and positive relationship outcomes.

B91

SOCIAL COMPARISON PROCESSES AMONG FEMALES DIFFERING IN BODY DISSATISFACTION AND DIETARY RESTRAINT *Michelle Duwyn, Leandre Fabrigar, Salma Ackbar, Fred Boland; Queen's University* – Research examining the effects of exposure to images of physically attractive females on females' mood and self-views has produced inconsistent findings. The current experiment investigated whether females differing in body dissatisfaction and dietary restraint would be differentially affected by upward appearance comparisons, and explored possible coping strategies to explain differential responding. Females high and low on body dissatisfaction were matched on body mass and invited to participate in an ostensible "person-perception" study. Participants (N=125) were randomly assigned to form an impression of peers based on descriptive information alone or on the same information accompanied by images of attractive, thin females. Par-

ticipants then completed measures of mood, self-esteem, self-consciousness, and coping strategies. Results showed that body dissatisfaction interacted with dietary restraint to affect the outcome on females' reports of depression, anxiety, social self-esteem, and appearance self-esteem. In general, among restrained females, the pattern of results suggested that body dissatisfied females tended to be less adversely affected by the photographs than were body satisfied females. In contrast, among unrestrained females, body dissatisfied females tended to be more adversely affected by the photographs than were body satisfied females. Coping measures mirrored the outcome findings; those less adversely affected by the photographs on mood and esteem tended to engage in greater coping through self-affirmation and tended to report making fewer comparisons with the target peer. Possible reasons for these findings and implications are discussed.

B92

I CAN'T BELIEVE IT'S NOT BETTER! COGNITIVE LOAD UNDERMINES THE CAPACITY TO DISBELIEVE FALSE FEEDBACK ABOUT THE SELF *Aiden Gregg, Laura Adsley, Constantine Sedikides; University of Southampton, Highfield Campus, England, UK* – Daniel Gilbert (1991) and his colleagues have marshalled decisive empirical evidence in favour of the counterintuitive thesis, first adumbrated by Spinoza, that comprehension initially involves reflexive belief, and that reflective doubt is only possible later, contingent on the availability of ample processing resources. However research has so far concerned itself solely with the belief or disbelief of propositions denoting objective and often neutral states of affairs in the world. We sought to test whether the imposition of a cognitive load would undermine the capacity to disbelieve evaluatively consequential false feedback about the self. To this end, we led undergraduate participants to believe that they were receiving, via computer, feedback from other participants to whom they had earlier described themselves. After first rating other participants, participants received bogus feedback in the form of flattering or unflattering sentences, read aloud to amplify their evaluative impact. For half the participants, most flattering sentences were tagged as true and most unflattering ones as false (positive feedback); for the other half, the reverse was true (negative feedback). Orthogonally, half the participants were instructed to concurrently press the space bar if certain target numbers appeared on screen (high load) and the other half were instructed to ignore all numbers (low load). As predicted, the differences between the positive and negative feedback conditions, in participants' perceptions of how insulting/flattering their supposed evaluators had been, and in their willingness to take part again in a similar experiment, weakened and reversed, respectively, under high load.

B93

SELLING THINNESS: HOW MEDIA IMAGES INCREASE BEAUTY AS A BASIS OF WOMEN'S SELF-ESTEEM AND DECREASE THEIR BODY SATISFACTION AND EATING *Erin Strahan, Steven Spencer; University of Waterloo* – The majority of women in our society feel dissatisfied with their weight and appearance. Female's dissatisfaction with their bodies is so widespread that it has been referred to as a "normative discontent." The present research examines whether thin images frequently seen in the media contributes to this normative discontent by creating and perpetuating a cultural norm for thinness. Three studies demonstrated that exposure to thin images has detrimental effects on women. Study 1 revealed that exposure to thin images leads women to base their self-esteem more strongly on the domains of weight and appearance, which in turn leads women to feel more dissatisfied with their bodies and more concerned with how others view them. Study 2 demonstrated that exposure to thin images led to activation of an "if I am heavy, then I will be rejected" contingency model, which in turn, was related to decreased eating behaviour. The final study revealed that convincing women that their peers do not endorse the cultural norm for thinness reduced the impact of the thin images on women's eating behaviour.

These findings suggest that frequent exposure to thin images in the media may contribute to females' chronic dissatisfaction with their bodies and may even contribute to disordered eating. These troubling findings are qualified by the more hopeful findings of the final study. It suggests that if society in general and women in particular begin to challenge the cultural norm for thinness, the negative impact of thin images in the media can be successfully reduced.

B94

WHO'S AFRAID OF BEING ENVIED? TRAIT AND DEMOGRAPHIC CORRELATES OF STTUC DISCOMFORT *Julie Exline, Anne Geyer; Case Western Reserve University* – Outperforming others can be a source of ambivalence. Even when outperformers feel pleased about their competitive success, they may experience discomfort when they believe that others feel envious, inferior, or resentful toward them. A recently developed theoretical framework termed this discomfort "sensitivity to being the target of a threatening upward comparison" (abbreviated STTUC; Exline & Lobel, 1999). According to the STTUC framework, outperformers often experience discomfort when they believe that their higher status poses a threat to another person. The current study examined susceptibility to STTUC across a wide variety of situations, with the aim of determining personality and demographic correlates. Undergraduates (54 males; 40 females) were asked to imagine themselves in 15 hypothetical situations designed to elicit STTUC concerns (i.e., outperforming another person and learning that the other person felt threatened). Participants rated the emotions that they expected to feel in each outperformance situation. Ratings were collapsed across the 15 situations. Negative expectations about outperformance showed a strong positive association with sociotropy, a construct that assesses preoccupation with pleasing others and maintaining smooth relationships. Relative to men, women reported more negative expectations about outperformance. Participants also reported more negative expectations to the extent that they were non-narcissistic, older, and lower in trait self-control. Competitiveness and narcissistic entitlement were associated with positive expectations about outperformance. In addition to identifying trait and demographic correlates of STTUC, these data suggest that susceptibility to STTUC can be viewed as a relatively stable characteristic across situations.

B95

A META-ANALYTIC INTEGRATION OF THE BELIEF CONGRUENCE HYPOTHESIS *Carmen Pizzuto, Brian Mullen; Syracuse University* – The belief congruence hypothesis (Rokeach, Smith, & Evans, 1960) holds that belief similarity / dissimilarity is more important than racial ingroup / outgroup membership as a determinant of social discrimination. The present effort presents the results of a meta-analytic integration of previous research on belief congruence. A total of k = 66 hypothesis tests represent a comparison between White participants' evaluations of a Black target vs. White participants' evaluations of a White target. In some instances, the (White and Black) targets were similar to the participants in belief; in other instances, the (White and Black) targets were dissimilar to the participants in belief. Overall, there was a significant, albeit small, effect for the White participants to favor the White target over the Black target. However, this basic effect was moderated by belief congruence: There was a significant, moderate, effect for the White participants to favor the similar White target over the similar Black target, whereas there was a significant, albeit negligible, effect for the White participants to favor the dissimilar White target over the dissimilar Black target. These results are inconsistent with expectations derived from the belief congruence hypothesis, insofar as learning that the Black target is similar in beliefs should minimize, not exaggerate, the differential evaluations of White and Black targets. Ancillary analyses examine variations in these patterns as a function of the number of items included in the belief congruence manipulation and the social distance of the evaluation measurement.

B96
THE MODERATING EFFECTS OF IDENTIFICATION AND INDIVIDUALISM-COLLECTIVISM ON SOCIOCULTURAL ADAPTATION *Juliann Bosko Young; Miami University* – Previous research has identified a sojourner's identification with their home and host cultures as significant predictors of sociocultural adaptation (i.e. how one fits-in and negotiates a new cultural environment) (Ward and Kennedy, 1993). Additionally, cross-cultural research has historically depended on the individualism-collectivism distinction to describe cultural environments. The aim of the present study is to consider whether the individualistic-collectivistic group orientations are adequate predictors of one's sociocultural adaptation and whether it moderates the relationship between identification and sociocultural adaptation. Individualists possess social skills associated with changing group memberships and are able to leave or enter new groups relatively easily (Brown et.al., 1992). Those who are individualistic in nature should increase their sociocultural adaptation by adapting to and identifying with new cultural groups. Thus for an individualist, identification with the host culture may be the sole key to successful adaptation. In contrast a central feature of collectivism is a strong connection to a limited number of groups. Those who are collectivist in nature should be best served by retaining their original identity and its attendant social support, thereby restricting their sociocultural adaptation. Thus for collectivists' identification with the home culture may be central to sociocultural adaptation. Participants were selected by their involvement in a five-month study abroad program. Results indicate the individualistic-collectivistic group orientation adequately predicts sociocultural adaptation. Moreover, the interaction of individualism-collectivism and identification significantly affects sociocultural adaptation. Utilizing regression analysis the current research supports the assumption that one's individualistic-collectivistic group orientation is a key component of sociocultural adaptation.

B97
POWER AND OBJECTIFICATION: HOW POWER-HOLDERS THINK ABOUT OTHERS IN PRESENT AND PAST *Joe Magee[1], Deborah Gruenfeld[1], Adam Galinsky[2]; [1]Stanford University, [2]Northwestern University* – Five experiments provide evidence that power leads to the objectification of social targets, where objectification is defined as the tendency to view others as objects that serve personal interests rather than as humans with their own interests and experiences. In Experiments 1 and 2, high-power individuals (dictators in a social dilemma) exhibited less consideration of others' perspectives when drawing a capital "E" on their foreheads than low-power individuals. In Experiments 3 and 4, people who described an experience in which they had power subsequently (a) exhibited less respect for an authority figure and (b) described a fictitious King as more likely to delegate and ask for favors than those who described a powerless experience. Experiment 5 showed that individuals with power exhibit more regret over how they treated others in the past than individuals without power. Thus, with time to reflect, power-holders appear to recognize how they objectified in the past and regret having done so.

B98
THE EFFECT OF REPEATED MEASUREMENTS IN LONGITUDINAL RESEARCH ON DATING RELATIONSHIPS *Ximena Arriaga, Jason T. Reed; Purdue University, West Lafayette* – Longitudinal studies have been increasingly used to study close relationships. Although repeated measures over time may yield useful information, it is conceivable that this method could inadvertently affect one's relationship. We conducted an experiment to assess whether taking part in a longitudinal study that repeatedly measured relationship satisfaction and commitment influenced levels of those variables. Participants were randomly assigned either to a control group in which they completed two measurement occasions eight weeks apart, or to an experimental group in which they completed eight weekly measurement occasions. The first and last measurements occasions occurred at the same time for both groups. Previous research on attitudes (Downing, Judd, & Brauer, 1992; Tesser, 1978) and relationships (cf. Bradbury, 1994) suggests three possible outcomes: Compared to control participants, experimental participants may exhibit (1) more polarized satisfaction and commitment levels (e.g., initially satisfied participants may become more satisfied over time; initially dissatisfied participants may become less satisfied), (2) higher levels of satisfaction and commitment, or (3) no differences with control participants. Despite the high internal validity of this study (i.e., random assignment, equivalent measures in both groups, and the presence of comparable groups at the start of the study), we found that control and experimental participants did not differ at the last measurement occasion. The ethical implication is that, although completing a longitudinal study about one's relationship may require considerable effort, it will not influence one's level of satisfaction with, or commitment to, that relationship.

B99
CROSS-SECTIONAL AND LONGITUDINAL TESTS OF THE PERSONALITY AND ROLE IDENTITY STRUCTURAL MODEL (PRISM) *Dustin Wood, Brent Roberts; University of Illinois, Urbana-Champaign* – A conceptual hierarchy termed the Personality and Role Identity Structural Model, or PRISM, is presented and tested in two studies. PRISM assumes that a person's identity is structured hierarchically with the general identity, which is equivalent to typical personality trait ratings, subsuming lower-order role-identities, which in turn subsume role-based thoughts, feelings, and behaviors. In the first study we show that the general identity accounts for the commonalities across role identities and that the similarity of a role identity to the general identity is affected by burnout, satisfaction, and level of performance in the role (rs > .20, p < .05). In a six-month longitudinal follow-up of Study 1, we confirm that role identities are highly consistent over time (rs > .65) although role identities remain less consistent than the general identity (t = 2.97, p < .05), that role identities change mirroring changes in role experiences, and that Big Five trait changes occurring in the general identity and role identities across time are highly related (average r = .49). The PRISM may thus present a useful framework for incorporating situational information into trait variables, and consequently and more generally, increasing the power of personality models in predicting thoughts, feelings, and behaviors.

B100
SOCIAL CONCERN OR SOCIAL COMPARISON?: UNDERPERFORMANCE FOLLOWING THE SUCCESS OR FAILURE OF ANOTHER *Camille Johnson; Ohio State University* – Recent research has demonstrated the viewing another person perform poorly on a task can lead an individual to perform poorly as well. White et al. (2000) propose that this underperformance is motivated by concern for others; individuals lower their own performance to prevent others from feeling inadequate and to maintain relationships. However, a cognitive explanation derived from the selective accessibility model (Mussweiler, in press) may also account for these findings. According to this model, individuals exposed to a generally similar model will test for similarities between self and target. This leads to assimilation of social judgments. Individuals exposed to a generally dissimilar model will test for dissimilarities, leading to contrast in social judgment. The current research tests the cognitive explanation for the results demonstrated by White et al., and extends the selective accessibility model to behavioral contrast. Participants were told that they were either similar or dissimilar to a confederate who subsequently failed or performed well on an anagrams task. The participants then completed a similar task in the presence of the confederate. As would be predicted by the selective accessibility model, participants who did not feel similar to the confederate showed contrast effects on performance: observing a successful performance led to lowered participant performance and vice versa.

Participants who did felt similar to the confederate showed assimilation effects. Liking, sympathy or embarrassment for the confederate did not account for performance differences. These results suggest that social comparison processes, rather than social concern, lead to differences in performance.

B101
GROUP MOOD AND SITUATIONAL NORMS: IMPLICATIONS FOR TASK PERFORMANCE AND INTERACTION *Jennifer Spoor, Janice R. Kelly; Purdue University* — The concept of group mood is a relatively new area of research that is just beginning to receive attention (Kelly, 2001). Additionally, there is mounting evidence that groups are able to converge on a homogeneous level of affect (Bartel & Saavedra, 2000; George, 1989). Thus, the question arises as to whether groups are able to regulate group mood in a manner that is optimal for performance on a particular task. This study examined whether group mood and situational norms regarding appropriate group mood affected group performance and quality of group interaction. Groups of three participants interacted to decide on the most important items for their survival on a winter survival task. Prior to the group's interaction, group members were individually given information suggesting that either positive or negative group mood was beneficial for a decision-making group. Additionally, group mood was manipulated to be either positive or negative (i.e., consistent or inconsistent with the situational norm). Results confirmed that groups performed better on the task when initial group mood matched the situational norm, and this effect was stronger for groups in positive moods. Consistent with actual performance, group members perceived that their group's decision was of higher quality when initial group mood matched the situational norm, and the effect was stronger for groups in positive moods. Additionally, positive group moods resulted in greater reported task cohesion than negative group moods, while interpersonal cohesion was unaffected by group mood or situational norm. Implications for future research on group mood are discussed.

B102
LEVEL OF STIMULUS PROCESSING DOES NOT AFFECT IMPLICIT SOCIAL CATEGORIZATION: AN EVENT-RELATED BRAIN POTENTIAL STUDY *Geoffrey Urland, Tiffany A. Ito; University of Colorado* — Both implicit and explicit social categorization have been shown to influence event-related brain potentials (ERPs) related to attention and working memory (Ito & Urland, 2002). However, since this work was done in the context of a group-based categorization task, it is unclear how relevant these effects are to situations in which one is not deliberately engaged in category-based processing. Given work suggesting that individuating tasks severely attenuate category-based judgments as well as almost completely reduce category-based activation in the amygdala, it is possible that individuation prevents categorical processing from occurring in the first place. An initial study was conducted to determine the extent to which implicit categorical processing occurs despite an explicit motive for within category discrimination. Participants judged full color photos of members of four different social categories (Black males, Black females, White males, and White females) on the personality trait of extroversion. Despite this individuating task, social category membership still influenced both attentional and working memory processes as measured with ERPs. These effects occurred as early as 150 ms after stimulus onset. There was also some evidence of participant gender differences in the processing of racial and gender stimuli. These results bolster models of impression formation involving early category-based processing and suggest that the reduction in implicit stereotyping and brain activation due to the level of stimulus processing occurs after initial categorization.

B103
STIGMA AND ACADEMIC PERFORMANCE: BELONGING, DISCRIMINATION AND DISIDENTIFICATION *Colette van Laar[1], Shana Levin[2]; [1]Leiden University, [2]Claremont McKenna College* — A longitudinal study was conducted amongst 2000 students at a large multicultural university as they made their way through college. Our interest was in examining how minority students negotiated their way through the college environment, protecting their self-evaluation, motivation and performance. We were particularly interested in the role of perceived discrimination against self and group, perceptions of belonging on the university campus, and academic disidentification in how well these students did in college. The results show that whilst both Black and Latino students do indeed show high disidentification from the academic domain, this is a risk factor only for Latinos. Despite relatively high disidentification from the academic domain, Black students perform well, and show no effects of disidentification on performance. They do, however, show negative effects of low belonging, and indeed have the lowest sense of belonging of all the groups examined. Furthermore, the results show that the more attributions to discrimination African American students made, and the more intention they had to engage in collective action, the better they performed in college, net of cognitive differences in potential between these students. Lastly, the results show that the social support of peers - in the form of Latino roommates and Black friends - is important for the performance of African American students. The results underline the ways in which members of stigmatized groups can use self-protective strategies in a flexible manner to obtain good outcomes.

B104
IMPLICIT AND EXPLICIT MEASURES OF SEXUAL ORIENTATION ATTITUDES: INGROUP PREFERENCES AND OVERT BEHAVIORS AMONG GAY AND STRAIGHT MEN *William A. Jellison[1], Allen R. McConnell[2], Shira Gabriel[3]; [1]Michigan State University, [2]Miami University, [3]State University of New York, Buffalo* — The relations among sexual orientation, implicit and explicit measures of sexual orientation attitudes, and overt sexual-orientation-related behaviors among gay and straight men were explored. In Study 1, 39 gay and 34 straight men completed explicit measures of sexual orientation attitudes and a sexual orientation version of the Implicit Association Test (IAT). In addition, gay participants reported on their gay-relevant experiences, involvement within the gay community, and sexual orientation disclosure. Results revealed an ingroup preference on the sexual orientation IAT and on the explicit attitude measures, and strong differences between gay (relatively gay positive) and straight (relatively straight positive) participants were observed. For gay men, attitude measures, and the IAT in particular, predicted several gay-relevant behaviors. Straight men also demonstrated a negative relation between explicit attitudes toward homosexuality and heterosexuality, whereas gay men did not. In other words, their attitudes toward gay men became more negative as their attitudes toward heterosexuality were more positive. Study 2 followed-up on this finding with 40 straight men who completed measures assessing personal endorsements of masculine gender roles and of heterosexual identity. They also completed explicit measures of attitudes toward gay men and the sexual orientation IAT. Results indicated that as implicit and explicit measures of attitudes toward gay men were more negative, endorsement of masculine gender roles and of heterosexual identity were stronger. Implications for implicit measures of sexual orientation attitudes, the adoption of positive attitudes toward homosexuality for gay men, and the function of homophobia for straight men are discussed.

B105
THE ROLE OF MOTIVATION IN THE RELATIONSHIP BETWEEN ATTITUDES AND RECALL *Steven Smith[1], Leandre Fabrigar[2], Sebastien Houde[1], Matthew Prosser[1]; [1]Saint Mary's University, [2]Queen's University* — Research investigating attitude-recall effects (i.e., people's preference for remembering attitude-consistent relative to inconsistent information) has

produced conflicting results (see Eagly, et al., 1999). The current research hypothesized that motivational goals play an important role in how attitudes bias recall, and that attitudes can bias memory at multiple stages of information processing. Previous research (e.g., Smith, et al., 2001; 2002) has demonstrated that if motivational goals are varied when people are exposed to attitude-relevant information, this can result in biased recall. In the current experiment, the hypothesis that motivational goals can bias recall at the retrieval stage was tested. After reporting their attitudes concerning the death penalty, participants read several paragraphs of information about the topic. Before retrieval, but after a 20-minute filler task, motivational set was manipulated. Half of the participants were told they would soon be asked to express their attitude toward the death penalty, whereas half received no such instruction. Next, participants were asked to recall as much of the attitude-relevant information as possible. Consistent with hypotheses, attitudes biased recall such that attitude-consistent information was recalled better than attitude-inconsistent information (p < .05). Further, this effect was moderated by motivational goal at retrieval. Results indicated that when participants believed they would soon have to express their attitudes, attitudes biased recall (p < .01). In the no goal condition, no significant bias in recall was observed. These findings further indicate that attitude-recall effects do occur, and that bias can occur at multiple stages of information processing.

B106

DEFINING FORGIVENESS: A LAYPERSON'S PERSPECTIVE *Jill Kearns, Frank Fincham; State University of New York at Buffalo* — Despite increased interest in forgiveness, lack of consensus on the nature of the construct continues to hinder the development of cumulative research on forgiveness. Although numerous definitions have been proposed, there are substantial differences among them. Moreover, attempts to understand forgiveness have thus far been limited to expert judgments, which may not fully capture how ordinary people think about and experience forgiveness. The purpose of this two-part study was to examine the nature of forgiveness from the perspective of the layperson. In Study 1, 208 undergraduate students listed features of forgiveness in a free-response format. Participants also rated each of these features for how positive or negative they were. These features were then coded into broader attribute categories, resulting in a final set of 90 forgiveness attributes. Results indicated that laypeople understand forgiveness as a multidimensional construct, including cognitive, affective, and behavioral components that are both positive and negative. In Study 2, a new sample of 137 undergraduate students rated how central each of these 90 forgiveness attributes were to the concept of forgiveness. Results indicated that participants considered some features to be more prototypical of forgiveness than others. The features identified as central to the concept of forgiveness are compared to those identified by experts and similarities and differences are examined. Implications of these findings and suggestions for future research are discussed.

B107

RELATIONS BETWEEN OBSESSIVE-COMPULSIVE DISORDER AND PERSONALITY TRAITS AND DISORDERS *Kevin Wu; University of Iowa* — Although Obsessive-Compulsive Disorder (OCD) is researched widely in the field of abnormal psychology, its relations to normal personality dimensions are not well known. The current study investigates relations between OCD and traits relevant to normal-range and disordered personality. More than 500 total participants (recruited from an OCD support group, two outpatient psychiatry clinics, and an undergraduate psychology class) completed a battery of questionnaires, including two OCD measures, the Big Five Inventory, and the Schedule for Nonadaptive and Adaptive Personality. This presentation focuses on (a) group differences on personality traits (i.e., OCD patients vs. general psychiatric patients vs. undergraduates) and (b) correlations between OCD symptoms and personality traits and disorders. For example, results indicate that OCD symptoms are strongly related to Neuroticism

(r = .38) and Negative Temperament (r = .48) but are relatively unrelated to other "Big 5" and "Big 3" traits (average rs = .16 and .08, respectively). Weak correlations between OCD and conscientiousness are particularly noteworthy and perhaps counterintuitive with respect to common perceptions of OCD. Concerning personality disorders, results are that OCD correlates stronger with continuous scores of Borderline PD (r = .42), Schizotypal PD (r = .41), and Paranoid PD (r = .37) than with the so-called Obsessive-Compulsive PD (r = .29). This finding also is counterintuitive and suggests that this PD label is misleading. By merging these two relatively separate areas of research, this study capitalizes on progress made in personality theory and assessment to improve understanding of OCD, an important clinical phenomenon.

B108

PROCRASTINATION AS A STRATEGY FOR PROTECTING HIGH SELF-ESTEEM *Jamieson Duvall[1], Rick Hoyle[1], Kevin Calhoun[2]; [1]University of Kentucky, [2]Georgetown College* — Although many individuals procrastinate because they are dispositionally inclined to do so, there may be situations in which individuals who are not so predisposed procrastinate as well. In this study, we investigated conditions under which high self-esteem people, who typically do not procrastinate, might put off an activity on which prior experience suggests they will perform poorly. In so doing, such individuals use procrastination as a self handicap by which they can discount a poor performance and, thereby, shield their high self-esteem. Individuals either high or low in trait self-esteem practiced an activity they expected to perform later in the experiment or performed the activity without practice. Among participants who practiced, half were given a difficult version of the activity and half were given an easy version. The same activity was among a set of activities that participants could complete in any order later in the experiment. We predicted that high self-esteem people who were given the difficult practice would delay completing the activity until later in the experiment. Hierarchical multiple regression analyses confirmed this prediction. High self-esteem people who completed the difficult practice trial completed more alternative activities before completing the focal activity than participants in any other condition. This effect persisted when dispositional procrastination was included in the regression model. These results indicate that procrastination can serve as a means of defending self-esteem when the likelihood of a poor performance is high.

B109

CONTINGENCY OF SELF-ESTEEM ON INCLUSIONARY STATUS MODERATES THE EFFECTS OF EXCLUSION ON AFFECT *Rick Hoyle, Jorgianne Robinson, Hyun Park, Christine Pasatta, Jamieson Duvall; University of Kentucky* — People have a desire to belong to groups that they consider meaningful. When such desires go unfulfilled, individuals may experience increases in negative affect and even corresponding decreases in feelings of self-worth. Recent research done on contingencies of self-worth indicates that the basis of self-esteem may vary from one person to the next. In this study, we examined the impact of recalling an instance of inclusion or exclusion on the affective experience of individuals who varied in terms of level of self-esteem and the degree to which their self-esteem was contingent on inclusionary status. We expected that recalling an instance of inclusion would result in increased positive and decreased negative affect, and that recalling an instance of exclusion would produce increased negative and decreased positive affect. We expected this pattern to be most pronounced for individuals who reported that their self-esteem was highly contingent on inclusionary status. The findings supported this prediction with three significant qualifications: (1) The moderating effect of contingency on inclusionary status was apparent only for high self-esteem people. (2) The effect was limited to exclusion and to negative affect. (3) Ironically, high self-esteem people who recalled an instance of exclusion reported lower levels of negative affect than participants in any other condition. This finding, which we interpret as a defensive reaction to a threat to self-esteem, suggests that

high self-esteem people who stake their self-worth on their group memberships may be particularly threatened by the prospects of being excluded from a group that is important to them.

B110
CONTINGENCY OF SELF-ESTEEM ON APPEARANCE, SALIENCE OF APPEARANCE, AND AWARENESS OF THE PUBLIC SELF *Jorgianne Robinson, Jamieson Duvall, Rick Hoyle, Christine Pasatta; University of Kentucky* — The current study examined the influence of salience of physical appearance on public self-awareness as a function of contingency of self-esteem on physical appearance. Either before or after completing a self-report measure of public self-consciousness, college-aged women previously classified as high or low in contingency of self-esteem on appearance were unexpectedly photographed. We predicted that, for women high in contingency of self-esteem on appearance, being photographed would increase the salience of physical appearance, which would result in an elevation in public self-consciousness. For women low in contingency of self-esteem on appearance, we predicted that being photographed would influence neither salience of appearance nor public self-consciousness. Comparison of public self-consciousness means in a two-way analysis of variance yielded support for these predictions. Follow-up analyses using structural equation modeling revealed that the predicted pattern held after removing variance in public self-consciousness attributable to a subset of items that explicitly refer to appearance. These analyses also showed that the effect of appearance salience on women whose self-esteem is most contingent on appearance was fully mediated by thoughts about appearance during the experiment. The findings lend support to Crocker and Wolfe's (2001) contingencies of self-worth model and extend that model by linking self-awareness processes to contingency-related processes.

B111
BEYOND THE BOARDROOM: GENERAL EFFECTS OF HIGH AND LOW POWER ON THE APPROACH AND AVOIDANCE SYSTEMS *Pamela K. Smith, John A. Bargh; New York University* — In a recent review of research on power, Keltner, Gruenfeld, & Anderson (2000) posited that elevated power is associated with the behavioral approach system, and lower power is associated with the behavioral avoidance/inhibition system. These systems are associated with a variety of phenomena, from the processing of valenced stimuli to actual behavior. However, previous power research has focused on explicit thoughts, decisions, and behavior in overt, power-relevant situations. Here this model was tested on an implicit level with power-irrelevant tasks. In a series of three experiments, power was manipulated, and then participants completed an ostensibly unrelated cognitive task. Positive constructs were more accessible to participants who directly experienced high power (Exp. 1) or were environmentally primed with it (Exp. 2), as compared to participants who were in the low-power conditions. Furthermore, in Experiment 3, participants who were primed with a high-power role (boss) were generally faster to approach and slower to avoid stimuli, regardless of their valence, than participants who were primed with a low-power role (employee). Mood did not mediate any of these effects. Thus, the effects of power appear to be diffuse (i.e., not limited to directly relevant situations or stimuli), and may not be dependent on conscious awareness or intent.

B112
PERCEIVED RISK AND WORRY: THE EFFECTS OF 9/11 ON WILLINGNESS TO FLY *Rochelle McDonald, Kevin McCaul; North Dakota State University* — Most decision-making models rely on affect-free variables to understand the decisions that people make. We tested whether an affectively-loaded variable—worry—would predict decision making in an affectively-laden context: willingness to fly after the events of 9/11. College students rated their willingness to fly to New York City or Washington, D.C., in a study conducted 34 days after 9/11. A different group of students made the same judgments six and one-half months

after 9/11. Participants also recorded their beliefs about the likelihood that more terrorist attacks would occur, the severity of such attacks if they were to occur, and how much they worried about flying. Finally, they made all of these estimates both for themselves and for similar others. In multiple regression analyses, we tested whether worry predicted willingness to fly after accounting for likelihood, severity, and the interaction of these judgments. Results showed that 34 days after 9/11, worry was the most powerful predictor of one's own and similar others' willingness to fly. Scores on all the decision-making predictors, with the exception of similar others' worry, had significantly changed by six months after 9/11 (e.g., students were less worried and saw terrorist attacks as less likely). Nonetheless, worry remained the best predictor of one's own willingness though not of similar others' willingness to fly. We discuss when affect is likely to serve as an important decision-making variable.

B113
A MATTER OF TRUST: THE EFFECT OF TRUST ON INTERGROUP AND INTERINDIVIDUAL INTERACTIONS *Jamie Efaw; University of North Carolina, Chapel Hill* — Two experiments investigated the effect of fear on intergroup and interindividual interactions in the context of the PDG-Alt matrix on a single trial. A false-feedback manipulation was used to influence the level of trust each opponent felt for each other. Consistent with the fear hypothesis explanation of the interindividual-intergroup discontinuity effect, Experiment 1 revealed that when trust was low, groups withdrew more than when trust was high; however there was no significant difference in competitive or cooperative choices based on trust. The addition of interindividual interactions in Experiment 2 revealed a replication and extension of Experiment 1 findings in that both groups and individuals withdrew more in conditions of high trust than low trust. Also consistent with the fear hypothesis, the results demonstrated that groups withdrew more than individuals. Consistent with both the identifiability and the social support for shared interests hypotheses, the results of Experiment 2 showed that groups competed more than individuals. Finally, we expected that groups in the high trust condition would compete significantly more than individuals in the high trust condition while we did not expect a significant difference between groups and individuals in the low trust condition. This expected groups-versus-individuals-by-high trust-versus-low trust interaction for competitive choices was not supported.

B114
A COMPARISON OF SELF-CONCEPT CONTENT AND STRUCTURE IN ALCOHOL DEPENDENCE AND RECOVERY *Colleen Corte, Karen Stein; University of Michigan* — Although impairments in the self-concept are widely believed to contribute to the development and maintenance of alcoholism, to date there have been no theoretically grounded empirical investigations of the self in alcoholism. In this study, the schema model of the self-concept (Markus, 1977) was used to investigate content and structural properties of the self in young adults with antisocial type alcohol dependence (AAD) (n=24), recovery from AAD (n=18), and controls (n=23). Zajonc's cardsort incorporating Markus' methodology was used to measure the number, valence and interrelatedness among self-schemas. Two 4-item scales (modified from Shadel et al., 1996) were used to measure "drinking" and "recovery-related" self-schemas. Negative affect was measured with the PANAS (Watson et al., 1988) and a quantity X frequency measure of alcohol intake was used. Results converge to support the hypotheses that AAD is associated with a drinking-related identity and an impoverished self—-one comprised of few positive (6.6 vs 8.9 vs 11.1) and many negative (4.4 vs 1.8 vs 1.7) self-schemas and a trend toward high interrelatedness (0.24 vs 0.20 vs 0.19), and that recovery is associated with a recovery-related identity and a more well-developed self-concept. Regression analyses showed that an impoverished self [number of positive (Beta=-.47) and negative (Beta=.49) self-schemas and interrelatedness (Beta=.33)] predicted the number of alcohol drinks in the last month (R2=.53,

F(5,58)=13.04, p<.001), and this effect was mediated through negative affect and a drinking related self-schema. Findings suggest that specific content and structural properties of the self-concept may be useful foci for intervention.

B115
PARTNER-ESTEEM: APPLYING SELF-SERVING ATTRIBUTIONS TO ONE'S ROMANTIC PARTNER *Wind Goodfriend, Christopher Agnew; Purdue University* – There is much evidence that individuals utilize cognitive biases in efforts to increase or maintain self-esteem. One example is the self-serving attribution bias: we tend to attribute our own positive behaviors to dispositional causes, but attribute negative behaviors to situational causes (cf. Miller & Ross, 1975). More recently, a separate line of research has established that romantic partners tend to include each other in their own sense of self (e.g., cognitive interdependence, Agnew et al., 1998; and self-expansion theory, Aron & Aron, 1997). The current research combined aspects of both of these research areas by introducing the new concept of partner-esteem, or the application of self-serving biases to one's romantic partner. Seventy-eight undergraduates completed a sentence-completion task to explain 16 positive and 16 negative behaviors (e.g., "gave you a compliment because…"). Half of the participants completed the sentences with their current romantic partner in mind, and half wrote about a non-close acquaintance, resulting in a 2 (Sentence Type) X 2 (Relationship Type) repeated-measures factorial design. Sentences were coded for either dispositional or situational causes, and proportions of dispositional causes were calculated for each sentence type. Results indicated that participants writing about romantic partners were more likely to display favorable attributional biases than were participants writing about acquaintances (e.g., a significant Sentence Type X Relationship Type interaction, F(1, 74) = 8.26, p < 0.01). Implications for both self and relationship research are discussed, as well as future research possibilities involving the concept of partner-esteem.

B116
THE EFFECTS OF NEGATIVE SELF MODELS ON SOCIAL SUPPORT PROVISION *Maire Ford, AnaMarie Guichard, Nancy Collins; University of California, Santa Barbara* – Since social support is a dyadic process it is important to understand the predictors of good social support from the perspective of the support-provider as well as the support-recipient. The current study was designed to investigate the effects of support-providers' negative self models on social support by looking at rejection sensitivity and attachment-related anxiety as components of a negative self model. An experimental/observational method was used to examine support behaviors by exposing one member of the couple to a stressful laboratory situation and manipulating the support-provider's perception that his/her partner needed support. This was done in order to examine differences in support-providers' responses to high versus low levels of perceived partner distress. Four measures of support were assessed: two behavioral measures (the number of times the support-provider checked for email messages from his/her partner, and a written note from the support-provider), a measure of cognitive rumination, and a measure of emotional empathy. Analyses revealed that individuals with negative self models provided a level of support that was out of synch with the distress level of their partner. Relative to individuals with a positive self model, they provided more support when their partner was less stressed and less support when their partner was more stressed. Additionally, individuals with negative self models were higher in cognitive rumination and empathy overall, even when their partner was not stressed. Together these data indicate that individuals who have negative self models are less responsive to their partner's cues and are therefore less effective support-providers.

B117
SELF-AFFIRMATION PREVENTS EGO DEPLETION *Brandon Schmeichel, Liqing Zhang, Roy Baumeister; Case Western Reserve University* – Recent research on self-regulation supports the view that the self's executive function depends on a limited resource. Depleting this resource (ego depletion) renders the self less able to regulate behavior subsequently and thus contributes to self-regulatory failure. The present research addresses whether it is possible to prevent ego depletion by affirming valued aspects of the self. In two studies, we assessed the hypothesis that affirming the self may prevent rapid resource depletion. In Study 1, resource-depleted (thought control) participants given the opportunity to self-affirm persisted longer at a difficult anagram task than depleted participants who did not self-affirm. This study also replicated regulatory depletion patterns observed in prior research. In Study 2, depleted (Stroop color-word interference task) participants given the opportunity to self-affirm solved more levels of the Tower of Hanoi task, a popular measure of planning and executive functioning, than did depleted participants who did not self-affirm. Study 2 also replicated prior research demonstrating that ego depletion impairs higher-order cognitive functioning. The benefit of self-affirmation on self-regulated behavior was not attributable to differences in affect in either study. Further, self-affirmation alone (under resource-full conditions) did not substantially benefit subsequent self-regulated behavior. Only when the ego was depleted did self-affirmation serve as a benefit to self-regulatory performance. People may be able to prevent ego depletion effects by affirming valued aspects of the self.

B118
PERSON PERCEPTION AND EVALUATIONS OF THERAPIST COMPETENCE *Lynn Neely, Jay L. Cohen, Ed Orehek, Brian Lakey; Wayne State University* – This paper extends research on person perception to judgments of therapist competence. The Social Relations Model (SRM; Kenny, 1994) has provided a useful framework for studying the multiple sources of influence on person perception. Consensus effects reflect the stable way targets are generally seen. Perceiver effects reflect how the individual generally sees others. Relationship effects represent deviations of ratings from expected perceiver and target effects, reflecting a unique match between perceiver and target. Only about 20-30% of the variance in long-term acquaintance personality ratings represent consensus and less than 10% of the variance in short-term ratings reflect consensus (Kenny, 1994). The validity of supervisor evaluations of therapist competence is based on the presumption that competent therapist behavior can be both agreed upon and easily identified. This should translate to large consensus effects, which reflect agreement among observers. Twenty-eight graduate students and faculty in clinical psychology rated video segments of specific therapeutic interventions by three well-known therapists. Therapist competence and personality traits were studied using a generalizability design. Consensus effects accounted for only 13% of the variance, with similar magnitudes for perceiver (16%) and relationship (13%) effects. There was even less consensus (4%) for therapist personality traits, with slightly larger perceiver (10%) and relationship (8%) effects. The level of consensus found in the present study for therapist competence is consistent with Kenny's (1994) findings for short-term acquaintance personality ratings. However, the level of agreement is not high enough to support the view that competence is easily identified and agreed upon.

B119
BEING A GOOD WINNER: APPEASEMENT, SOCIOTROPY, AND DISCOMFORT ABOUT COMPETITIVE SUCCESS *Anne Geyer, Julie Juola Exline; Case Western Reserve University* – Although people love to win, winning can also bring discomfort and social awkwardness. As suggested by prior research on Sensitivity to being the Target of a Threatening Upward Comparison (STTUC; Exline & Lobel, 1999), even people who are privately pleased about winning may feel concerned about pos-

ing a threat to others. Interpersonal concerns may lead to desires to appease, especially among outperformers who are highly motivated to maintain smooth social relationships. In this study, undergraduates (22 females; 40 males) outperformed a confederate in a word game by either a large or small margin. Consistent with the STTUC framework, outperformers were more likely to appease when they outperformed the confederate by a large margin. Appeasement was assessed through specific, spontaneous behaviors: modest comments and offers to share one's prize. Seeing the outperformed person as threatened was associated with more self-reported social awkwardness and greater dislike of the experiment. The trait of sociotropy, which involves preoccupation with pleasing other people, was positively associated with the use of appeasement. Furthermore, appeasement may serve an anxiety-reducing function for individuals high in sociotropy: If high-sociotropy participants did something to appease, they were unlikely to mention socially awkward features of the experiment in their post-experiment comments. If high-sociotropy participants did not appease, they were much more likely to mention socially awkward features of the experiment. In other words, although high-sociotropy individuals seem especially susceptible to STTUC distress, they can reduce their distress by behaving generously or modestly toward the other person.

B120
AUGMENTED BIAS AS A FUNCTION OF AWARENESS OF OUTGROUPS' OPINIONS: THE DYNAMICS OF INTERGROUP STATUS AND RECIPROCAL FEEDBACK *Kristina Groce, Catherine Seta; Wake Forest University* – Goals and Purpose: The research investigated the impact of providing relatively high and low status ingroups feedback about evaluations of their performance by corresponding high or low status outgroups. The research was stimulated by theory derived from social identity, social hierarchy, and group discontinuity frameworks. It was hypothesized that providing feedback that a relatively high status group derogated one's ingroup would increase bias when the ingroup was relatively low in status. Similar feedback was not expected to increase the bias of high status group members. Thus, the study explored the dynamics between intergroup status, reciprocal group feedback, and intergroup bias. Design and Methods: The between-participant variable was relative group status (success or failure feedback); within-participants manipulations were ratings of ingroup/outgroup and order (pre and post feedback). 56 participants were randomly assigned to minimal ingroups and informed that their group was either relatively high (successful) or low (unsuccessful) status vis-à-vis the outgroup. Following initial ratings, participants were given feedback that the outgroup had derogated their group. Trait evaluations of the ingroup and outgroup were then measured again. Results and Conclusions: analyses revealed a significant interaction among relative group status, rating target and order, F (1,54) = 11.3, p < .01. An increase in intergroup bias was demonstrated by low status group members whose group was derogated; no change in bias was observed in the high status group conditions under similar conditions of derogation. This pattern confirms the hypotheses and suggests that intergroup tensions may be amplified by knowledge about outgroups' opinions.

B121
SELF EFFICACY, SOCIAL INFLUENCE AND PUBLIC/PRIVATE PERFORMANCE IN INDIVIDUALS *Todd Lucas, Sheldon Alexander; Wayne State University* – Reactions to social influence are typically manifested in the specific phenotypes of social response displayed by individuals (e.g. conversion, compliance, independence, etc.). Often it is possible to trace the occurrence of numerous phenotypes of social response to the specific motives of individuals, who may be concerned with 1) managing a self concept; 2) building or maintaining relationships with others; 3) acting effectively in social influence settings (Cialdini & Trost 1998). Among the most useful of theoretical concepts that may be used to consider social influence is the public/private distinction, which suggests that individu-

als' public and private responses to influence may differ from each other depending on the motive(s) involved. Furthermore, individual difference characteristics may moderate public/private reactions to social influence (Eagly, Wood & Fishbaugh 1981). The present study investigated the role of specific self efficacy in guiding both public and private reactions to social influence. The public and private performance of participants on a nine-item mathematical task was measured both before and after exposure to erroneous social influence. The performance of individuals low in mathematical self efficacy was adversely affected both publicly and privately by exposure to influence. However, only the private performance of individuals high in mathematical self efficacy was affected. The present study substantially extends previous studies by indicating that self efficacy may activate impression management motives in social influence settings such that high efficacy individuals yield less to influence than low efficacy individuals when under public observation.

B122
VARIABILITY IN THE EXPERIENCE OF COLLECTIVE GUILT: A STAGE MODEL *Julie Caouette, Donald M. Taylor; McGill University* – Humanitarianism and egalitarianism are highly valued norms in most societies including North America. Notwithstanding these lofty values, there is a general consensus that some groups have been unjustly treated, for example the exploitation of African Americans through slavery or the internal colonization of Aboriginal peoples. Thus far, most social psychological theories have focused on when, why and how disadvantaged group (DG) members take action to redress perceived social inequality (Wright, 2001). Relatively neglected in this process have been issues pertaining to the role of advantaged group (AG) members in such change (for exception, see Ryler, 2001). The aim of our research was to understand how AG members react when realizing, based upon their humanitarian and egalitarian values, that their group might have unjustly treated another group. Our main objective was to understand the resulting guilt experienced by some AG members by proposing a new stage model for collective guilt. Collective guilt has been validated (Doosje et al., 1998, Swim & Miller, 1999) as a different construct from individual guilt and is generally defined as guilt one feels on behalf of one's group. The main hypothesis addressed in our stage model is that collective guilt is experienced variably depending upon the beliefs AG members hold about their personal implications in the wrongful actions perpetrated by their group. Two different research strategies were employed to validate our proposed stage model. Results are discussed in terms of collective guilt as a main engine motivating compensatory behaviors by AG groups towards afflicted groups.

B123
IMAGINING IMPLICIT GENDER STEREOTYPES AWAY: A GENDER ROLE PERSPECTIVE *Stephanie Goodwin, Natalie Dove; Purdue University* – Counter-stereotypic imagery is effective at reducing implicit gender stereotypes; thoughtfully imagining a strong woman consistently reduces automatic gender stereotyping (Blair et al., 2001). The present study, based in Gender Role Theory, examined the generalizability of imagery effects to role-oriented manipulations. In related research, thinking about changes toward less traditional gender-role distributions reduced explicit gender stereotyping (Diekman & Eagly, 2000). Adopting this role-oriented task, we asked participants to imagine gender roles over time before completing implicit gender-role (Study 1) or -trait (Study 2) stereotype measures. We predicted that imagining future change would reduce implicit stereotyping. In Study 1, 151 participants estimated percentages of men/women occupying occupations/household roles in 1950, the present day, or 2050 (BSs) before completing a computerized implicit measure (IAT) assessing gender role stereotypes (arts vs. science). As predicted, participants who thought about future roles had significantly lower implicit stereotyping scores (M=43ms), associating female less strongly with the arts compared to participants in the past (M=105ms) or present-day (M=94ms) conditions, F(2,137)=2.99,

p=.05. Study 2 (N=124) replicated these effects using a different implicit measure (GNAT; Nosek et al., 2002) and assessing implicit trait stereo-types (smart vs. dumb). Participants who imagined present-day (M= -6.13ms) or future (M= -3.29ms) roles had significantly lower implicit-stereotype scores compared to those who imagined the past (M= 11.62ms), F(2,121)=3.05, p=.05. These results demonstrate the generalizability of counter-stereotypic imagery for reducing automatic stereotypes and further support GRT's contention that gender stereotypes follow from beliefs about gender roles.

B124

REACHING (AND NOT PREACHING TO) ADOLESCENTS: A MUSIC-BASED HIV PREVENTION INTERVENTION *Anthony Lemieux, Jeffrey Fisher, Felicia Pratto; University of Connecticut, Storrs —* This paper illustrates the process of conducting and evaluating a theoretically driven, music-based HIV prevention intervention among urban adolescents. Based on the information, motivation, behavioral skills (IMB) model (Fisher & Fisher, 1992; 2000), and the natural opinion leader (NOL) model of health behavior change (Kelly et al., 1991), we examine the hypothesis that musically talented opinion leaders from within a high school can effectively write, record, and distribute HIV prevention themed music to their peers to increase motivation to engage in HIV preventive behaviors, as well as intentions to engage in HIV preventive behaviors, and HIV prevention information levels. To measure the effects of the intervention, approximately 400 students enrolled in health classes at each of three large multiracial urban high schools (1 treatment school; 2 control schools) completed measures of HIV prevention information, motivation, behavioral skills, and behaviors, both pre and post intervention. Results indicate that among students who had never been sexually active at pre-test, perception of pro-abstinence social normative support was stronger for students in the treatment school. Increases in perceived vulnerability were also observed among these students. The incorporation of music as a communicator of pro-prevention social norms and social influence into interventions that target adolescents is discussed.

C1

MEASURING QUALITY OF PERSPECTIVE-TAKING: IT'S NOT JUST STANDING IN THEIR SHOES BUT HOW YOU STAND
Alison Kaufmann[1], Cindy McPherson Frantz[2]; [1]Amherst College, [2]Oberlin – Despite a substantial perspective-taking literature, the area suffers from inconsistent definitions and measurements. These inconsistencies are especially distressing in light of the little-recognized possibility that different types of perspective-taking might lead to dissimilar outcomes. This study was designed to test whether a newly-developed situational measure of perspective-taking could assess different kinds of perspective-taking and predict changes in attitude towards the other in interpersonal conflicts. 85 participants wrote about an interpersonal conflict from both their own and the other's perspective. Attitudes about the conflict and the other were measured three times: a week before, immediately following, and a week after the writing task. Conflict narratives were coded for various levels of perspective-taking, and a perspective-taking score was computed for each subject. This perspective-taking score significantly predicted attitude toward the other at Time 1, Time 2, and Time 3, as well as change in attitude toward the other and change in perceived seriousness of the conflict between Time 1 and Time 3. The results suggest that some kinds of perspective-taking lead to greater attitude change than others, and that the proposed measure successfully taps these differences.

C2

GENDER DIFFERENCES IN PERCEIVED DISCREPANCY FROM EATING AND EXERCISE NORMS *Brian Larivee, Catherine Sanderson; Amherst College* – This research examines gender differences in perceived discrepancy from prevailing eating, exercise, and body image norms as well as the consequences of perceiving such a discrepancy. Sixty-seven college women and 64 college men completed measures assessing their eating, exercise, and body image attitudes and behaviors as well as their perceptions of their peers' attitudes and behaviors on these same measures. As predicted, both men and women felt discrepant from their peers on weight-related norms, albeit in opposite directions. Specifically, women tended to see other women as more strongly endorsing a thin ideal (in terms of both their actual and ideal body size) than they themselves did, whereas men tended to see other men as more strongly endorsing a large, muscular body (again, both in terms of their actual and ideal body size). Although there were no gender differences in the consequences of feeling discrepant from these norms, individuals who felt that they engaged in eating and exercise behavior less than their peers were less comfortable in social situations than those who believed they engaged in these eating and exercise behaviors more than their peers. Moreover, for women, feeling discrepant from one's peers was associated with increased symptoms of anorexia and bulimia.

C3

THE ATTITUDE-BEHAVIOR RELATION AS A FUNCTION OF ATTITUDINAL BASIS: A META-ANALYSIS OF STUDIES ON ATTITUDE FORMATION *Laura Glasman, Dolores Albarracín; University of Florida, Gainesville* – There are two mechanisms that at the point of attitude formation may influence the likelihood that attitudes will predict behavior. First, people who think extensively about a communication are likely to form stronger attitudes that later impact actual behavior (Petty & Cacioppo, 1986). Also, people's attitudes may be more predictive when they are associated with information that has homogeneous evaluative implications. To explore these possibilities, a meta-analysis integrated research on the attitude behavior relation after participants received information that had implications for their attitudes about novel objects. Coders recorded the type of manipulation used in each experiment, including, (a) persuasive messages, (b) mood, (c) behavior feedback, (d) direct and (e) indirect experience, and/or (f) reflection on the reasons underlying attitudes. Databases were also coded as (a) having homogeneous evaluative implications (i.e., argument, affect, and behavior feedback), or (b) potentially having heterogeneous evaluative implications (i.e., direct and indirect experience, and reflection). Results indicated that attitudes correlated more strongly with behavior when participants formed attitudes based on communications with homogeneous implications, relative to when they formed attitudes based on information with ambiguous implications. Presumably, participants who received homogeneous information used the positive or negative implications of the information to form their attitudes. In contrast, people who reflected or gained experience with the object accessed heterogeneous information and therefore changed their attitudes at the time of the behavior decision.

C4

CHECKING SOCIAL PSYCHOLOGY THEORIES WITH SIMULATED DATA: THE CASE OF SOCIAL SUPPORT AND DISTRESS *Gwendolyn Seidman, Patrick Shrout, Niall Bolger; New York University* – Diary studies of social support suggest that receiving support leads to higher distress. These nonexperimental studies rely on statistical models to adjust for possible confounding variables, but sometimes more than one statistical model can fit the data. If the wrong model is accepted, the estimated effects are biased, and inferences may be misleading. With reference to the support-distress result, we examine an alternative model that posits that the association is due to an impending stressful event, which increases both support and distress, and to a causal path between today's distress and tomorrow's support provision. In this model, support itself has no effect on subsequent distress. We carry out statistical simulations by creating synthetic data sets, known to be consistent with the alternative statistical model. We then analyze the simulated data using the original statistical model that led to the published finding. We show that the alternative model can produce data that suggest negative effects of support when analyzed with the misspecified model, even when time to event and lagged-distress are adjusted statistically. The parameter values used to generate the data were then altered and the data re-analyzed to determine how extreme these values must be to obtain biased results. We found that important bias is observed only when the parameters used to generate the data were implausible. These results lend support to the original interpretation of the finding. We provide examples of SAS System syntax for creating the simulated data and for carrying out the analyses.

C5

UNREALISTIC OPTIMISM AND PESSIMISM IN OLDER ADULTS
Peter H. Ditto[1], Jill A. Jacobson[2], Angela Fagerlin[3], [1]University of California, Irvine, [2]Queen's University, [3]University of Michigan, Ann Arbor Veterans Affairs; Health Services, Research & Development – Unrealistic optimism about the future is a robust phenomenon, but previous research has not: a) examined the magnitude of the bias in older adults, or b) compared the magnitude of the bias in self-ratings to that found in similar ratings made by an emotionally-close other. The current study assessed the beliefs of 361 elderly outpatients regarding the relative likelihood that they would experience specific health and longevity-related negative and positive events. Patients' self-ratings were compared to two other sets of responses: a) self-ratings of college students regarding their own likelihood of experiencing the events, and b) ratings made by the patients' self-designated surrogate decision makers for medical decisions (mostly spouses and adult children) regarding the patients' likelihood of experiencing the events. Students' self-ratings replicated the typical unrealistic optimism pattern for both negative and positive events. Patients and surrogates were unrealistically optimistic about the patients' likelihood of experiencing the negative events but unrealistically pessimistic about the patients' likelihood of experiencing the positive events (particularly events related to longevity). With regard to the negative events, surrogates were more unrealistically optimistic about the patients' likelihood of experiencing the events than either the patients or the students were for themselves. Importantly, the more surrogates rated their relationship

with the patient as emotionally close, the more unrealistically optimistic they were about the patients likelihood of experiencing negative events. Implications of the results for our understanding of unrealistic optimism are discussed.

C6

EXPLORING RELATIONSHIPS BETWEEN PSYCHOLOGICAL BIRTH ORDER, ATTACHMENT AND RELATIONSHIP SATISFACTION *Kristin Davies[1], Christopher Connacher[2]; [1]State University of New York, Stony Brook, [2]Lock Haven University of Pennsylvania* – The notion of "birth-order" was originally theorized by Alfred Adler as a predictor for personality development. Recently, popular psychology has implied that birth-order can have a profound effect on personal relationships as well, although little information exists that either confirms or denies this assumption. This investigation was conducted to assess possible relationships between psychological birth-order, attachment styles and satisfaction of romantic relationships. Ninety-eight college students completed the White-Campbell Birth Order Inventory, Experiences in Close Relationships Questionnaire (attachment style) and the Relationship Assessment Scale (relationship satisfaction). Prior research linked birth-order with both irrational relationship beliefs (Sullivan and Schwebel, 1996) and jealousy (Buunk, 1997). However, the present study did not find any significant associations of birth-order with romantic-relationship satisfaction. The current research did find, as in previous studies, a significant relationship between attachment style and relationship satisfaction, with securely attached individuals reporting greater relationship satisfaction than either the avoidant or anxious types. Most important, this study found, consistent with predictions, a significant relationship between birth-order and attachment style, with the last-born group having the most securely attached individuals (71%) and middle-born having the least (23%). In summary, both last-born and first-born participants were found to posses a more secure attachment style than either middle-born or only-born. This suggests that although indirectly, birth-order may have some effect on relationship satisfaction by way of attachment style.

C7

A CASE FOR RELIGIOUS FASTING: EXPERIENCING HUNGER INCREASES CHARITY *Marwan Sinaceur, Benoît Monin; Stanford University* – Would the experience of hunger increase charity? Two alternative predictions are possible. On the one hand, hunger may be conceptualized as a visceral or drive state, which might render one selfish. On the other hand, experiencing, in person, a hardship experience such as hunger may increase empathy for needy others. To investigate this, the experimental design was a within-subjects, repeated measure design with a single factor (Fasting versus Not fasting). Muslim Moroccan participants were given 10 projects to allocate money to while they were fasting during Ramadhan time; then, they were given the same money allocation task four weeks later at the same time of day while they were not fasting. The study showed that people allocated a significantly greater proportion of money to charitable projects when they were fasting than when they were not. This effect did not depend on whether the altruistic projects related to the domain of hunger. Also, it was not entirely due to the sacredness associated with Ramadhan (e.g., build a mosque). Finally, it was stronger for concrete, vivid projects (e.g., build a library) than for abstract, pallid projects (e.g., reduce illiteracy). Taken together, the findings suggest that observers having a difficult experience may make more charitable decisions towards needy others, even in a case when they do not interact with needy others and there is no similarity between their experience and others' need. As one's experience appears to be an important determinant of altruism, experiencing hardship may be a good thing for society.

C8

UNDERLYING PROCESSES OF THE KÖHLER EFFECT *Ernest Park, Robert Lount, Dong-Heon Seok, Norbert Kerr, Lawrence Messe; Michigan State University, East Lansing* – An early demonstration of group motivation gains (Köhler (1926, 1927)) found that people tried harder as the less-able member of a two-person team working on a conjunctive task(where group performance is determined by the weakest link)than when working as individuals. Contemporary investigations (e.g., Hertel, Kerr, & Messé, 2000) replicated Köhler's motivation gain and yielded evidence that it is a product of less-able workers' sense that their efforts are more important under conjunctive task conditions. Other research (e.g., Lount, Messé, & Kerr, 2000; Stroebe, Diehl, & Abakoumkin, 1996) suggests that more interpersonal processes (e.g., self-presentation concerns, upward-comparison goal setting) may also contribute to this effect. The present study examined more directly the role that interpersonal processes may play. Eighty-five female participants first worked on a physical persistence task alone for two trials, and then, for six more trials, either continued to do so or worked conjunctively as the weaker member of a two person team. In this latter case, participants either always had the same partner or worked with three different people (for two trials apiece). The weaker member's contributions were equally important in these two group conditions, but the different-partner condition heightened interpersonal concerns. Results replicated Köhler's motivation gain effect for both group conditions, but also showed significantly greater effort in workers who were paired with different partners over those who kept the same partner. Therefore, findings suggest that the Köhler motivation effect occurs as a consequence of numerous underlying forces, including both perceived instrumentality and social comparison processes.

C9

THREATENED IDENTITY: SENSITIVITY TO RACE-BASED REJECTION, THEORIES OF INTELLIGENCE AND ACADEMIC ENGAGEMENT. *Bonita London, Geraldine Downey, Carol Dweck; Columbia University* – Research has shown that even the most well-prepared minority students are vulnerable to academic underperformance (Bowen & Bok, 2000). In our research, we sought to understand this phenomenon through two mechanisms: sensitivity to race-based rejection (RS-Race), and implicit theories of intelligence. Previous studies have shown RS-Race to be a significant factor in the adjustment and achievement of minority students, and that evaluative situations are likely to activate this disposition. Thus, we conducted an experimental study in which students were lead to believe that their performance on an essay task would be evaluated by a conservative, White male Ivy League professor. We expected that RS-race would predict anticipatory anxiety about the feedback, negative evaluation expectations, and feedback attributions to race. Research on implicit theories has demonstrated that a mastery-oriented response to failure promotes more effective coping with negative feedback. We expected that viewing intelligence as malleable would predict constructive coping with the threat. Support for these predictions was found. For African-American students, RS-Race significantly predicted worry and anxiety about feedback outcome, expectations of a negative evaluation, even when controlling for personal perception of task success, and attributions to race following appraisals of negative feedback. Holding an incremental theory predicted viewing the feedback as constructive and fair. Therefore, for African-American students, heightened RS-Race was associated with negative expectations and affective reactions to an evaluative situation; however holding an incremental theory of intelligence may help to buffer these negative reactions by focusing minority students on the constructive aspects of a feedback situation.

C10
PERNICIOUS PERCEPTION: PREJUDICE ALTERS THE OBSERVATION OF ONGOING BEHAVIOR. *Jennifer J. Ratcliff, G. Daniel Lassiter, Stacey Dauster, Cara Cashour; Ohio University, Athens* — Perceivers are said to actively regulate the information extracted from an observed behavior sequence (Newtson, 1973). Newtson argues that information regulation is accomplished as the perceiver organizes observed behavior into meaningful units. For example, unpredictable or surprising behavior is unitized more finely (into smaller units), thereby rendering greater potential information gain. Furthermore, finer unitization rates have been shown to increase dispositional attributions and enhance liking (Lassiter, & Stone, 1984; Newtson, 1973). In the present study, we examined the effect of prejudicial attitudes on this behavior perception process. More specifically, we predicted: (1) participants with negative attitudes towards gay men would unitize the behavior of a gay male target less finely than the identical behavior of a heterosexual male target, and (2) participants with positive attitudes (relative to those with negative attitudes) toward gay men would unitize the behavior of a gay target more finely. Participants were recruited based on their attitudes towards gay men, as measured by the Attitudes Toward Lesbians and Gay Men Scale (Herek, 1988). Prior to viewing a 5-min videotaped behavior sequence, selected participants (those with highly negative or with highly positive attitudes toward gay males) received information indicating that the person they were about to observe was either gay or heterosexual. Unitization rates were then measured using the behavior perception technique developed by Newtson (1973). Results supported our predictions, suggesting that prejudice not only influences post-perception judgments about despised others, but importantly affects the initial perception of information on which those judgments may be based.

C11
CULTURE AND THE UTILITY OF GROUPS *Dong-Won Choi[1], Cynthia L. Pickett[2]; [1]University of Illinois, Urbana-Champaign, [2]University of Chicago* — This study examined cultural differences in beliefs in the utility of groups. The main prediction was that collectivists would emphasize groups more as a means of maintaining interpersonal relationships compared to individualists. In Study 1, we asked undergraduate students in Illinois (individualistic) and Korea (collectivistic) to think of a group that they belong to (which we categorized into groups that either promoted a common purpose or interpersonal relationship), and asked them to rate their attachment to the group itself and to its members. Overall, there was greater member attachment in the relationship-oriented groups than in the common purpose groups. However, as partial support for our prediction, within common purpose groups, Korean participants showed greater member attachment than Illinois participants. In Study 2, we asked participants to think about various target groups (e.g., close friends, team at workplace) and rate the utility of each group in terms of achieving specific goals; participants were either of European (individualistic) or Asian (collectivistic) descent. Results showed that, compared to European-American participants, Asian-American participants rated forming interpersonal relationships as more important in a "team," and rated completing a task and achieving benefits as more important in a "group of close friends." In sum, compared to individualists, collectivists seem to emphasize forming interpersonal relationships, even in groups that are thought to be less relationship-oriented. This suggests that collectivists may make less of a distinction between forming interpersonal relationships and the other utilities of groups, such as completing a task.

C12
SO WHAT IF YOU DON'T PRACTICE WHAT YOU PREACH? THE ANTECEEDENTS AND CONSEQUENCES OF JUDGING OTHER'S HYPOCRISY *Jamie Barden, Derek D. Rucker, Richard E. Petty; Ohio State University, Columbus* — To date, research on hypocrisy has focused on the effects of perceiving the self as hypocritical. For example, dissonance research shows that individuals will change their behaviors to prevent themselves from acting hypocritical to their own beliefs (Aronson, Fried, & Stone, 1991). Surprisingly, the current research is the first to focus on judging others to be hypocritical. In study 1, attitude statements (e.g., "Parents need to spend more time with their families.") and behaviors (e.g., He often works late making sure the projects he completes are perfect.) were individually judged to be positive. However, when both were attributed to the same target, the inconsistency between the belief and the behavior resulted in a significant drop in evaluation. Thus hypocrisy impacts target evaluation based on the relationship between a target's beliefs and their behavior, violating averaging principals. Study 2 investigated whether the order in which the belief and behavior were presented would impact judgments of hypocrisy. When the belief statement preceded the behavior, targets were judged to be more hypocritical and were evaluated more negatively overall than when the belief statement followed the behavior. Furthermore, the influence of order on target evaluations was mediated by hypocrisy ratings. Importantly, the order manipulation did not impact unrelated judgments (e.g., hostility, stinginess). It was concluded that observers judge targets to be hypocritical when their behaviors fail to live up to standards the target has previously endorsed more so than when one's subsequent pronouncements conflict with prior behavior.

C13
RECOVERING FROM REJECTION: SELF-KNOWLEDGE ORGANIZATION AS A MEANS OF RE-ESTABLISHING THREATENED NEEDS *Anna K. Nelson, Susan J. Markunas, Kristine M. Kelly; Western Illinois University* — Kipling Williams' Needs-Threat Model of Ostracism (1997) proposes that one consequence of rejection is that four fundamental needs are threatened (belongingness, self-esteem, control, and meaningful existence) and that individuals attempt to re-establish the threatened needs, perhaps through self-regulation. One possible method of self-regulating is through the use of self-knowledge organization (Showers, 1992). Thus the purpose of the present study was to investigate self-knowledge organization as a means of re-establishing threatened needs. Thirty-six participants were randomly assigned to one of three conditions that differed on the type of feedback they received on essays they wrote describing themselves (inclusion, rejection, or no feedback). They then completed the Needs-Threat Scale (Williams, 2002) in order to assess the amount of threat felt to the four needs, followed by a self-knowledge organization card-sorting task (Showers & Kevlyn, 1999). They were then asked to complete the Needs-Threat Scale a second time. Results indicated a Time x Inclusion Status interaction for two of the threatened needs. Those who were rejected reported more threat to their need to belong and the need for control before doing the card-sort than after. The need for self-esteem and meaningful existence were not found to significantly differ before or after the card-sort. These results indicate that reflecting on self-knowledge, especially positive self-knowledge, may help individuals re-establish their threatened needs which occur from the experience of being rejected.

C14
IN-GROUP LOVE AND AMBIVALENCE TOWARD AN OUT-GROUP PERSON *Tomoko Ikegami; Aichi University of Education* — The social identity theory (SIT) contends that in-group love will most often lead to an unfavorable view of an out-group person. The present study challenges this unilateral view of the relationship between in-group identification and perception of out-group members. One hundred and eleven male and female Japanese university students participated in the study. All the participants were asked to rate positive and negative behaviors exhibited by one target person, and to provide explanations for each behaviors. Half the participants were led to believe the target person belonged to a university that was academically superior to their own, while the other half were led to believe that the target belonged to an academically inferior university. Participants were divided into two groups according to the levels of identification with their own university. As was

consistent with the SIT, it was found that high identifiers evaluated negative behaviors of the target more harshly than low identifiers. However, high identifiers evaluated positive behaviors of the target more favorably, and this tendency became conspicuous particularly when the target person was believed to belong to a superior university rather than an inferior one. Moreover, it was also found that approvals of Japanese academic credentialism related favorably in views of positive behaviors of the target among high identifiers, but such correlation was not observed among low identifiers. It was concluded that in-group love combined with perceived legitimacy of the status difference between in- and outgroups leads to a favorable view of out-group members.

C15
EMOTIONAL INTELLIGENCE AND THE PREDICTION OF EVERYDAY BEHAVIOR *Marc Brackett, John Mayer, Rebecca Warner; University of New Hampshire* — This study examined the discriminant and incremental validity of emotional intelligence (EI) (the ability to perceive, integrate, understand, and regulate emotions). Participants (N = 330) took the MSCEIT (Mayer-Salovey-Caruso Emotional Intelligence Test, 2002), the Big Five, and provided information on 27 scales assessing self-care behaviors, leisure and academic activities, and interpersonal relations. Unlike self-reports of internal sentiments (e.g., I enjoy alcoholic beverages.), these scales assessed specific behaviors (e.g., How many beers did you drink last weekend?). Based on preliminary findings and hypotheses of those in the field (e.g., Brackett & Mayer, 2002), we predicted: (a) EI would be independent of the Big Five and academic performance, (b) females would be higher in EI than males, and (c) higher EI would be linked to positive outcomes including better-quality relationships, whereas lower EI would be linked to adverse life conditions including social deviance. Results showed that EI had discriminant validity relative to the Big Five and academic achievement (r's <= .35). Furthermore, females scored significantly higher in EI than males, t(328) = -5.48, p < .001. EI, however, was only predictive of the behavioral criteria for males. Specifically, lower EI in males was associated with negative outcomes including drug and alcohol use, deviant behavior, and poor peer relations (r's = -.28 to -.45). These correlations remained significant after Big Five scores and academic performance were statistically controlled. Findings support and expand upon earlier EI research and suggest that EI may be an important predictor of maladjustment for males, but not for females.

C16
PROCESSING GOAL: THE LINK BETWEEN AUTOMATIC STEREOTYPE ACTIVATION AND PREJUDICE *Lucette Ouschan, Vance Locke; University of Western Australia* — In this study we investigated the possibility that processing goals mediate the relationship between automatic stereotype activation and prejudice. We argue that stereotypes are more relevant to high- than low-prejudice individuals, but that this is the case only when the stereotyped target is being judged in a socially meaningful way. High- and low-prejudice participants were randomly allocated to one of two processing goal conditions. In the social goal condition participants had to judge whether the trait described the previously presented target or not. In the asocial goal condition participants made a lexical decision about the trait. Participants were exposed to an Asian or Caucasian male face followed, 240ms later, by a stereotypic or non-stereotypic trait that was masked after 20ms. The time taken to name the color of the mask was used as a measure of the degree of automatic activation of the trait (Locke et al., 1994). Following the color-naming task, the previously masked trait was presented again and, depending on condition, participants made either a lexical or social decision about it. Prejudice-linked differences in stereotype activation were observed only in the social goal condition. Specifically, only high-prejudice individuals recorded elevated color-naming latencies for stereotypic traits relative to non-stereotypic traits following exposure to Asian faces. In contrast, in the asocial goal condition neither low- nor high-prejudice individuals showed elevated color-naming latencies for stereotypic traits relative to non-stereotypic traits following exposure to Asian faces. These findings demonstrate that prejudice-linked differences in stereotype activation are dependent on the perceiver's processing goal.

C17
ANXIETY AND ETHNOCENTRISM IN TWO POPULATIONS: TERROR MANAGEMENT OR COALITIONAL PSYCHOLOGY? *C. David Navarrete[1], Robert Kurzban[2], Daniel M.T. Fessler[1]; [1]University of California, Los Angeles, Center for the Study of Behavior, Evolution and Culture, [2]University of Pennsylvania, University of California, Los Angeles* — Terror-management theory posits that ideologies function as a buffer against existential death anxiety. Proponents of this theory have shown that subjects reminded of their corporeal death produce increased positive evaluations of ingroup ideologies and increased negative evaluations of dissimilar views. Our alternative evolutionary view holds that the mortality-salience phenomenon can be better explained by reference to an evolved system of adaptive mechanisms that facilitate the formation of social networks, interpersonal bonds and coalitions. We theorize that increased pro-normative evaluations of ingroup behavior and attitudes serve to facilitate the maintenance of important relationships in times of threat or social conflict. This leads to the prediction that exposure to particular types of aversive stimuli not limited to those concerning death will lead to increases in ethnocentrism or pro-normative attitudes towards one's relevant reference groups. Hence, whereas TMT predicts that no stimuli short of those that elicit thoughts of death will lead to the aforementioned changes in cognitions influencing social evaluation, we predict that a range of aversive stimuli should have this effect. Specifically, we predict that participants asked to contemplate aversive situations which would have had deleterious fitness consequences in the environments in which the human mind evolved, will respond with greater pro-normative ideation, ethnocentrism, and conformist attitudes. Here we present experimental results from two cultures (American undergraduates and Costa Rican nationals) consistent with our view. Our results show that subjects asked to contemplate aversive thoughts without being reminded of their mortality exhibited greater pro-ingroup bias than subjects in a control group.

C18
THE GENDERED SELF: CURRENT CONSTRAINTS AND FUTURE FREEDOMS? *Ngaire Donaghue, Queenie K Seah; Murdoch University* — Many current conceptualisations of the self recognise that personal and social aspects of the self are intricately linked. Much theoretical work has discussed the ways in which social identities and corresponding self-categorisations direct and constrain the experience of the self, but less work has empirically examined the relationships between social category membership and the personal self-concept. This study examines the ways in which gender is incorporated into the personal self-concept, and investigates the extent to which gender-stereotypical characteristics are seen as essential to self by comparing the genderedness of men and women's current and possible selves. Ninety-seven men and women completed a questionnaire in which they described their current selves and themselves as they expected to be 15 years in the future. Each participant also completed the Bem Sex-Role Inventory for their current self, and from the perspective of their future self. No correlations were found between the masculine or feminine characteristics of the current and future selves, and while sex differences in the masculinity and femininity of participants' current selves were found, these differences were not reliably present for the future selves. These findings suggest that stereotypically masculine or feminine characteristics present in the current self-representations of men and women are not necessarily perceived by them as essential or fundamental characteristics, and may thus be better understood as a result of reflected appraisals or role constraints that are not fully internalised.

103

C19

THE SWIMSUIT BECOMES US ALL: ETHNICITY, GENDER, AND VULNERABILITY TO SELF-OBJECTIFICATION *Eden King, Jean Lin, Michelle Hebl; Rice University* — Self-objectification theory and research posits that Caucasian women's body image is negatively impacted by a stigma of obesity and sociocultural norm of thinness that causes women to self-focus from a critical external perspective (see Frederickson et al., 1998). However, research in this area is limited by its methodology and restricted demographic composition. Improving and extending previous research, the current study tested 176 men and 224 women of Caucasian, African American, Hispanic, and Asian descent in a situation that would induce a state of self-objectification (e.g., a one piece or Speedo™ bathing suit) or in a control (e.g., sweater) condition. As expected, men and African American women demonstrated the most positive self-esteem and body image overall. Contrary to previous research, when put in a self-objectifying situation, even men and African American women experienced negative outcomes that parallel those of Caucasian women. Implications of these findings to self-objectification theory and future research are discussed.

C20

THE IMPACT OF PRIVILEGE, THREAT, AND GUILT ON PRO-SOCIAL ATTITUDES AMONG WHITE SOUTH AFRICANS *Kristen Klaaren; Randolph-Macon College* — Research indicates that awareness of privilege predicts whites' pro-social actions and attitudes, and that guilt may mediate this relationship (e.g., Harvey & Oswald, 2000; Montada & Schneider, 1989; Swim & Miller, 1999). Additional work (e.g. Doosje, Branscombe, Spears, & Manstead, 1998) suggests that threatened, highly identified groups are less likely to experience collective guilt, provided information about their groups' past actions is ambiguous. The present study further explores the link between awareness of privilege and pro-social action in South Africa where whites, as a minority group experiencing tremendous change, were expected to be highly identified with their racial group, and to feel relatively threatened. Seventy-six white, South African students completed a questionnaire containing, among other items, measures of awareness of privilege, guilt, threat, identification with their racial group, and affirmative action attitudes. Compared to a white, U.S. sample (N=52), the South Africans felt more highly identified with their racial group and more threatened. Scores were low on the guilt measure, as has been found in the United States. For the South Africans, perceived threat did predict affirmative action attitudes, but it did not predict awareness of privilege or guilt. Regression analyses revealed the familiar, significant link between awareness of privilege and pro-social attitudes, mediated by guilt. These results deepen and affirm our understanding of awareness of white privilege and its link to pro-social action, while providing intriguing cross-cultural comparisons with regard to these variables and additional moderating factors.

C21

INCREMENTAL VALIDITY OF THE RACIST ARGUMENT SCALE IN PREDICTING HOSTILITY TOWARD BLACKS *Donald Saucier, Stirling Sampson; University of Kentucky* — Previous research on biased assimilation (Lord, Ross, & Lepper, 1979) has shown that individuals process arguments less systematically when the arguments are consistent with their beliefs (Giner-Sorolla & Chaiken, 1997), and that prejudiced participants rate information consistent with stereotypes more favorably than information inconsistent with stereotypes (Munro & Ditto, 1997). Thus, it was expected that the participants' ratings of the persuasiveness of racist arguments, rather than their agreement with the arguments, could serve as an unobtrusive racism measure. Further, it was predicted that this measure, the Racist Argument Scale (RAS), would predict negativity toward Blacks beyond that predicted by other self-report measures. Participants completed the RAS, the Modern Racism Scale (MRS; McConahay, Hardee, & Batts, 1981), and the Attitudes Toward Blacks Scale (ATB; Brigham, 1993), and also copyedited low quality essays supposedly written by White or Black authors (Harber, 1998). Hierarchical multiple regression showed that the hostility of the copyediting made by the participants for the White and Black authors was not predicted by MRS and ATB scores. However, RAS scores did predict the hostility shown toward White and Black authors after the (nonsignificant) relationships of the MRS and ATB were controlled for. Specifically, individuals high on the RAS were more hostile toward the Black author than were individuals low on the RAS. This demonstrates the incremental validity of the RAS in predicting hostility toward Blacks that is not detected by other popular self-report measures of racism.

C22

IMPLICIT EGOTISM IN JAPAN: PREFERENCE FOR FIRST AND FAMILY NAME INITIALS *Koji Murata, Megumi Komori; Hitotsubashi University* — Research on name letter effect demonstrates that people prefer the letters in their own names to letters that are not in their names. It was argued that this example of implicit egotism is conceptualized as the product of unconscious self-regulation processes (Jones, Pelham, and Mirenberg, 2002). In this study, sixty-five participants were randomly assigned to a self-concept threat condition in which they tried to solve highly difficult mathematical quizes, or to a control condition in which they solved easy quizes. Then they rated their preferences for 20 letters of the English alphabet which were used in Japanese name initials. We replicated the name letter effect in Japan as to alphabetical first and family name initials. Like previous study (Kitayama and Karasawa, 1997), male students evaluated the family initial more favorable than females did, and female students evaluated the first initial more favorable than males did. Furthermore, we found that participants under the threat enhanced the family initial liking much more than those with less threat. Self-esteem did not moderate this main effect. Preference for the first initial revealed similar difference between the two conditions, but it did not reach a significance. These results support the notion that implicit egotism, specifically name-letter preference, represent a form of unconscious self-enhancement. Its implication for automatic self-serving in Japan are also discussed.

C23

STABILITY OF WEIGHT ESTEEM AS A PREDICTOR OF DISORDERED EATING IN COLLEGE-AGED WOMEN *Brooke D Tippin, Shira Gabriel; State University of New York, Buffalo* — Eating disorders are serious and problematic conditions with potentially life threatening consequences. The current research increases understanding of these disorders by applying social psychological findings on self-esteem to weight esteem. After decades of conceptualizing self-esteem in terms of level, recent research has found that stability is an important component of self-esteem (e.g. Kernis et al., 1993). This study expands this focus to weight esteem by examining the utility of stability of weight esteem as a predictor of disordered eating. Much research has demonstrated that level of weight esteem is important in predicting eating disorders. Individuals with low weight esteem (i.e. negative feelings about their bodies) are more likely to suffer from eating disorders. Our first hypothesis was that like self-esteem, weight esteem varies not only by level but also by stability. For example, some individuals may consistently feel the same way about their bodies whereas others may fluctuate. Our second hypothesis was that stability of weight esteem would be a unique predictor of eating disorders. To test these hypotheses, participants completed an assessment of global weight esteem (level), the Eating Attitudes Test (eating behaviors), and twice-daily assessments of weight esteem for four days (stability). Results indicated that stability is a component of weight esteem and a unique predictor of disordered eating. Specifically, when controlling for level of weight esteem and body size, instability was associated with dieting behaviors, food preoccupation, and bulimia.

C24

ALMOND EYES, PEPSI PREDILECTIONS: CULTURAL IDENTITY INCONSISTENCY AND EUROCENTRISM IN BICULTURAL EAST ASIAN CANADIANS *So-Jin Kang, Ian McGregor; York University* – Tafarodi, Kang, and Milne (2002) found that when primed to their ethnic minority appearance in a mirror, bicultural Chinese Canadians conformed to majority Western attitudes toward abstract art paintings. The present research investigates the role of cultural inconsistency threat in this phenomenon. After completing a self-esteem and other personality scales, non-Asian and bicultural East Asian Canadian females were randomly assigned either to a control condition or an inconsistency condition that primed trait, value, and belief inconsistencies between East Asian and Western cultures via a writing task. All participants were then randomly assigned to write about a past academic success or failure. The dependent measure consisted of evaluations of East Asian and European Canadian targets in an ostensibly unrelated second study. Regression analyses indicated that low self-esteem (LSE) East Asians in the inconsistency condition who wrote about an academic failure exhibited increased alignment with the European Canadian targets relative to LSE East Asians in the inconsistency condition who had written about a success. The present findings are interpreted within the broader framework of personal uncertainty research (e.g., McGregor, Zanna, Holmes, & Spencer, 2001) and add to a growing body of literature (e.g., Heine & Lehman, 1997; Heine, Lehman, Markus, & Kitayama, 1999) examining self-esteem, self-enhancement, and defensiveness in East Asian populations.

C25

WHAT CREATES VULNERABILITY TO FAILURE?: CONTINGENT SELF-WORTH AND ENTITY THEORY *Yu Niiya, Elizabeth N. Bartmess, Jennifer Crocker; University of Michigan* – We investigated how priming entity versus incremental theories (i.e. the belief that intelligence is fixed vs. malleable) affects drops in self-esteem following failure in a domain on which self-worth is contingent. Previous research shows that people experience greater drops in self-esteem the more they base their self-worth on the domain in which failure occurs (e.g., Crocker, Sommers, & Luhtanen, in press). Likewise, research on self-theories (e.g., Dweck, 2000) suggests that people with incremental theories experience smaller drops in self-esteem than those with entity theories. We hypothesized that the self-esteem vulnerability shown by highly contingent people would be attenuated when an incremental theory of ability was primed, but not when an entity theory was primed. Undergraduate students (N = 128) high and low on the academic contingency as measured by the Contingencies of Self-Worth Scale (Crocker, Luhtanen, Cooper, & Bouvrette, 2002) took a GRE test that included priming on either entity or incremental theory (Bergen, 1992), randomly received success or failure feedback, and then responded to measures of state self-esteem and negative mood. In line with our hypothesis, we got significant Self-Theory Priming × Feedback × Contingency interactions, with F's ranging from 4.38 to 5.88, ps < .05. People high in the academic contingency and primed with entity theory experienced drops in self-esteem and increases in negative mood following failure, but this tendency was attenuated when incremental theory was primed. The combination of having contingent self-worth and being an entity theorist creates highly vulnerable self-esteem.

C26

EFFECTS OF STUDY DESIGN ON REPORTS OF MOOD: UNDERSTANDING DIFFERENCES BETWEEN CROSS-SECTIONAL, PANEL, AND DIARY DESIGNS *Marci Gleason, Niall Bolger, Patrick Shrout; New York University* – Daily diary designs have become common in psychological research, but the possible effects of completing diaries on psychological measures have yet to be established. Previous research by the authors demonstrated that in a study of undergraduates approaching a midterm examination, participants in panel or cross-section conditions reported significantly more negative emotion than participants in the daily condition. In the current study cohabitating couples in which one member was approaching a major stressful event, the Bar Examination, were randomly assigned to a diary, panel, or two cross-section conditions. In the diary condition, participants completed a short diary each day from four weeks prior to the exam to one week following the exam. In the panel condition, participants completed the diary three times, once two weeks prior, once one day prior, and once one week following the exam. In the cross-section conditions, participants either completed the diary (i) one day prior to the exam or (ii) one week following the exam. Examinees and their partners tended to report more distress when they were in the panel or cross-section conditions. This replicates and extends previous findings to a highly stressed population and shows that this elevation of negative emotion occurs even after the stressful event is completed. Currently ongoing research suggests that one of the mechanisms underlying this selective intensification effect is framing: Undergraduates who completed diaries prior to a midterm but whose attention was not drawn to the event were less likely to show elevated levels of negative emotions.

C27

INTERPERSONAL CONFRONTATION AS A STRATEGY FOR PREJUDICE REDUCTION *Aimee Mark, Margo Monteith, Alexander Czopp; University of Kentucky* – This research examined the possible effectiveness of interpersonal confrontation as a means of regulating and reducing prejudice. Specifically, this study investigated the effectiveness of a confrontation and the race of the confronter on future stereotypic responding. One hundred and eighty-seven low- and high-prejudiced participants worked via the computer with a White or Black partner and were either confronted or not confronted about a stereotypic response that was elicited. Participants' self-reported affect, partner evaluations, and future stereotypic responses were then recorded. Results indicated that confrontation led to feelings of negative self-directed affect among both low- and high-prejudiced participants, and especially if one's partner was Black. Confrontation also led to more other-directed negative affect and to more negative partner evaluations, regardless of participants' prejudice level. Most importantly, participants who were confronted were more likely to avoid subsequent stereotypic responding than those who were not confronted. Past research on intrapersonal types of confrontation (i.e., self-discrepancy) suggests that negative self-directed affect motivates a person to respond without bias. For interpersonal confrontation, however, mediational analyses indicated that negative self-directed affect does not mediate prejudiced responding. Discussion focuses on the possibility that public self-consciousness mediates the effect of confrontation on subsequent stereotypic responding. Implications for the practical use of confrontations to control prejudice are addressed.

C28

INHIBITION IN THE MENTAL REPRESENTATION OF GOALS: A MECHANISTIC ACCOUNT *Kathleen C. Mc Culloch[1], Henk Aarts[2], John A. Bargh[1]; [1]New York University, [2]Utrecht University* – Inherent in the discussion of the mental representation of goals and the execution of goal-directed behaviors are the issues of mean selection, competition, and inhibition. If certain means are repeatedly selected to pursue a goal, what is the fate of the other means? This set of studies presents goals (e.g., setting up camp) within a hierarchical framework in an attempt to derive the nature of the relations among the means (e.g., pitch tent, fetch water) used to achieve these goals. Using the retrieval-induced forgetting paradigm (Anderson & Spellman, 1995), which offers a resource-independent, inhibitory account of forgetting, our results show significant inhibition of particular means due to repeated retrieval of other means studied under and belonging to the same goal. These results together with future experiments designed specifically to test the resource-independent claim, may provide an alternative to the fan-effect (Anderson, 1974) which has been proposed as a mechanism for inhibition within goal networks (Kruglanski et al., 2002).

C29
LOOKING GOOD & LYING TO DO IT: DECEPTION AS AN IMPRESSION MANAGEMENT STRATEGY IN JOB INTERVIEWS *Brent Weiss, Robert Feldman; University of Massachusetts, Amherst* — The literature on Impression Management is clear in showing that individuals try to influence the perceptions and opinions that others hold about them. For example, job candidates use impression management tactics to influence interviewers' perceptions in order to be perceived more positively. In this study, we examined whether impression management tactics include the use of outright deception during job interviews. The study examined people's use of deception both on written applications and also during an oral interview. It also examined whether personality variables were related to deception. The participants, 38 males and females, were interviewed for what they thought was a position that varied in terms of the stringency of its requirement (i.e., the job requirements were relatively atypical of the qualities possessed by the applicants). As predicted, interviewees lied more when the job requirements were more stringent, both on the written applications (F=18.19, p< .0001) and during the interview (F= 15.04, p< .05). In addition, results showed that the nature of the lies conformed to the job requirements. Finally, extraverted interviewees lied more than introverted interviewees. Results are discussed in terms of the use of deception as an impression management technique.

C30
AM I AN ATHLETE OR A STUDENT?: IDENTITY SALIENCE AND STEREOTYPE THREAT AMONG STUDENT-ATHLETES *Darren Yopyk, Deborah Prentice; Princeton University* — Recent research has documented the pervasive effects of social identities, and the stereotypes associated with those identities, on task performance. When individuals have multiple social identities, the associated stereotypes can have conflicting implications. Such is the case for student-athletes at highly selective institutions, whose student identity predicts high academic achievement and whose athlete identity predicts low academic achievement. Our research examined the spontaneous salience of these two identities and their consequences for academic performance and self-regard. In Study 1, student-athletes were primed with their athlete identity, their student identity, or no identity. Consistent with research on stereotype threat, those primed with their athlete identity had lower academic self-regard and performed less well on a challenging math test than did those primed with their student identity. Participants who received no identity prime provided self-ratings that were similar to participants in the athlete-prime condition but showed test performance that was similar to participants in the student-prime condition. This last set of results suggested that the tasks themselves may have triggered motivational and perceptual processes that influenced the spontaneous salience of the two identities. To examine this notion further, we conducted a second study, in which we randomly assigned student-athletes to complete either a self-rating inventory or a difficult math test, and then assessed the salience of their athlete and student identities. The results confirmed that completing a self-rating inventory elicited their more distinctive, athlete identity, whereas completing a math test elicited their more adaptive, student identity.

C31
INFERENCES ABOUT AN ASSOCIATE OF A MEMBER OF A STIGMATIZED GROUP: STEREOTYPING BY ASSOCIATION *Dylan Smith; University of Michigan* — People who associate with members of stigmatized group are often denigrated themselves (Neuberg et al., 1994). For example, White friends of Blacks have been denigrated by other Whites as a result of the friendship (Saenz et al., 1999); in addition health workers who deal with AIDS patients have reported feeling stigmatized by others (Omoto and Snyder, 1995). In the current investigation, two experiments explored whether observers make specific attributions about non-stigmatized associates of stigmatized individuals. Participants received information about heterosexual male targets who were presented as being roommates with another individual who either was heterosexual or homosexual. Additional information provided to participants indicated either that the targets chose to room together or were assigned to their room by their university. Participants then rated these individuals on both general, affective dimensions (e.g. "How much would you like to be friends with this individual?") and on specific traits related to the stigma in question. Results indicated that heterosexual targets who chose to room with a homosexual were rated as having more liberal sexual values, as being more promiscuous, and as being more fashion conscious. These effects could not be accounted for by an inference that the target who chose to room with a homosexual was gay himself. Additional results in both studies suggested that when the relationship was chosen, participants admired the roommate of the stigmatized target but expressed less desire to meet this person. Practical and theoretical implications of this ambivalent reaction are discussed.

C32
REMEMBER ME, REMEMBER ME NOT: THE EFFECTS OF BEING REMEMBERED BY OTHERS *Heather Pond, Norbert Schwarz; University of Michigan, Ann Arbor* — People often have expectations about whether they will be remembered by others, and there may be affective or social consequences when these expectations are either exceeded or violated. In the current study, participants read vignettes depicting interactions in which characters either remember or forget personal information disclosed by others. Participants then rated these characters on relevant personality traits (e.g., considerate). More favorable ratings were observed for characters who remember target information than for characters who forget. This effect was generally more pronounced for women than for men, and gender interacted with situational variables, including the closeness of the relationship between the characters. Specifically, for men, the effect was greater when the characters were close friends, whereas for women, the effect was greater when the characters were acquaintances. In addition, there was a larger memory effect when the disclosed information was personally important to the remembered character than when the information was unimportant. These results suggest that people make attributions based on metamemory beliefs and the extent to which others meet memory performance expectations. These expectations depend on characteristics of the individuals and their relationship, as well as the remembered information.

C33
IMPLICIT BELIEFS ABOUT NEGOTIATION PREDICT BEHAVIOR *Dolly Chugh, Kristin Lane, Mahzarin R. Banaji; Harvard University* — MBA students in a negotiations course had a default belief challenged. A common assumption is that good negotiating involves claiming value, whereas the course suggested an equal and simultaneous emphasis on claiming and creating value. Toward the end of the course, students responded to several Implicit Association Tests (IAT), one of which was introduced to measure predictive validity: the association between "good" and "bad " negotiators and the attribute of "creating" or "claiming" value. Contrary to their explicitly stated beliefs, and to the teachings of the course, students showed a strong association between good negotiator and creating value, and between bad negotiator and claiming value. This IAT score was correlated with students' performance at creating and claiming value in a dyadic negotiation simulation (the "El-Tek" case study). Students' implicit beliefs were predictive of their negotiation performance, while in contrast, explicit beliefs were not predictive of negotiation outcomes. Specifically, an implicit bias towards claiming value was positively correlated with percentage of value claimed, while an implicit bias towards creating value was negatively correlated with percentage of value claimed. Additionally, the degree of implicit bias – towards either creating or claiming value – was negatively correlated with negotiator profitability. That is, negotiators who implicitly attended to both creating and claiming value (as taught in the

course), rather than favoring one process over the other, achieved better outcomes.

C34

IT WASN'T ME, IT WAS THE COMPUTER: SUBLIMINAL CUES TO AUTHORSHIP OF ACTION *Jesse Preston[1], Daniel Wegner[1], Ap Dijksterhuis[2], Henk Aarts[3], [1]Harvard University,[2] University of Amsterdam,[3]Utrecht University* — According to Wegner's theory of the illusion of conscious will (Wegner & Wheatley 1999; Wegner, 2002) three elements work in tandem to create a feeling of conscious will. First, a person must have thought about the action before the action is committed (priority principle). Second, the thought must be consistent with the action performed (consistency principle). And third, there must be no other competing causes for the action (exclusivity principle). In the present study we focused on the exclusivity principle, and whether one's feelings of authorship over an action can be decreased by thoughts of an agent that was also capable of performing the action. Participants performed a computer lexical decision task in which they competed against the computer to remove the letter strings. On some trials the participants were subliminally exposed to "Computer," and on other trials they were exposed to two different control primes ("xxxxx" and " Broccoli"). Following each trial, subjects completed a measure of agency for that trial, expressing whether they felt it was the computer or themselves who was responsible for removing the letter string. Subjects reported lower feelings of agency on the trials in which they were subliminally exposed to "Computer" as compared with the trials in which they were exposed to control primes.

C35

CONFIRMING A MULTIDIMENSIONAL MODEL OF GROUP IDENTIFICATION *Jay Jackson[1], Joan Schaibley[2], Bhavika Mistry[1], Jazzmin Doxsee[1], [1]Purdue University, Fort Wayne, [2]Michigan State University* — A multidimensional model of group identification is presented and empirically tested across five different groups using confirmatory factor analysis and other procedures. The model suggests that group identity consists of three basic dimensions, each of which is composed of more specific constructs. The cognitive dimension is composed of self-categorization, depersonalization, and perceived meta-contrast. The affective dimension is composed of emotional reactivity-perceived interdependency, a sense of belongingness-attachment, and commitment-loyalty. The evaluative dimension consists of group esteem, perceived group reputation, and group efficacy. A questionnaire was constructed with items designed to tap each of the nine specified constructs and additional variables of interest, including perceived intergroup conflict, reports of intragroup cooperation, and expressions of intergroup bias. The accuracy of this model was tested using structural equation modeling with standard psychometric analyses. Five studies were conducted, each involving a different type of ingroup: ethnicity (N = 714), nationality (N=509), statehood (N=474), university membership (N=542), and an ad hoc group created in the laboratory (N=400). The results provided consistent support for the three dimensional model. The affective dimension, perceived meta-contrast, and perceived conflict were good predictors of intergroup bias, while the evaluative dimension and other aspects of the cognitive dimension were unrelated to this outcome. However, regarding reported intragroup cooperation, the affective and evaluative dimensions were generally good predictors, while meta-contrast was not. It is concluded that understanding the relationship between group identity, intragroup cooperation, and intergroup bias is enhanced by considering different dimensions of group identity and the social context.

C36

SELF-ANALYSIS AND SELF-KNOWLEDGE: CAN INTROSPECTION MAKE US REALISTIC? *Robert Horton; Wabash College* — Introspection has fascinated social psychologists for decades; however, the question of whether or not self-analysis promotes self-

knowledge remains unresolved. The prevailing view is that introspection is, at best, inconsistent in its value as a method of realistic self-discovery. However, recent research suggests that ambicausal introspection that is focused on the self (i.e., analysis of reasons why one might or might not have a particular trait or achieve a particular goal) can break down self-promotional biases and can, possibly, produce more realistic self-appraisals. The current project provides an empirical test of this possibility. Participants were asked at the beginning of an academic semester to introspect ambicausally (to generate reasons why the might or might not do well) or to introspect descriptively (to generate thoughts about to what extent they might or might not do well) regarding their academic performance that semester. Control participants thought about a self-relevant topic unrelated to their academic performance. Next, all participants predicted what GPA they would receive for that semester and rated themselves relative to other college students on academic ability. After the semester was over, participants' actual GPAs for that semester were collected from the university registrar (with the permission of the participants) and were compared to the predicted GPAs. As expected, ambicausal participants predicted their GPAs more accurately than either descriptive or control participants. The result suggests that ambicausal introspection can promote accurate self-knowledge by breaking through positive illusions regarding the self.

C37

THE RELATIONSHIP BETWEEN BIG FIVE TRAITS AND PREJUDICE IS MODERATED BY IDENTITY SALIENCE *Joan Schaibley[1], Jay Jackson[2], Jazzmin Doxsee[2], Bhavika Mistry[2]; [1]Michigan State University, [2]Purdue University, Fort Wayne* — In our previous studies Openness and Agreeableness significantly predicted prejudice and these relationships were mediated by intergroup contact experiences. For the current followup studies we proposed that these relationships (Openness predicting prejudice and Agreeableness predicting prejudice) would be moderated by the salience of a personal vs group identity. Specifically, it was predicted that the relationships would be stronger under a personal identity condition than a group identity condition. Contrariwise, we expected the relationship between ingroup stereotypes about the outgroup (estimates of how ingroup members generally view the outgroup) and prejudice to be stronger under the group identity condition than the personal identity condition. Study 1 (N=75) examined ageism and Study 2 (N=85) examined prejudice toward African Americans. In both studies, we randomly assigned participants to a personal or group identity condition and then assessed perceived ingroup stereotypes, Big Five traits, contact experiences, and prejudice. In both studies contact significantly mediated the relationship between both traits and prejudice, and personal vs group identity significantly moderated the relationship as predicted. In Study 1, the average correlation between the personality traits and prejudice was .40 in the personal identity condition and .16 in the group identity condition, whereas the correlations between ingroup stereotypes and prejudice was .09 and .46 per condition, respectively. Study 2 showed a similar pattern, with respective correlations of .24, .12, .14, and .41. In conclusion, the research program as a whole demonstrates the utility of the Five Factor Model for understanding prejudice as well as its limitations.

C38

EXAMINING THE IMPACT OF QUESTIONNAIRE DESIGN ON THE CIRCUMPLEX STRUCTURE OF AFFECT *Fiona S. M. Schulte[1], Leandre R. Fabrigar[2], Nancy A. Remington[3], Penny S. Visser[4]; [1]York University, [2]Queen's University, [3]University of Maryland, Baltimore County, [4]University of Chicago* — Although studies testing the circumplex model of affect have generally suggested that this model has some descriptive utility, substantial variability in the performance of the model across different studies has been noted. To date, the causes of such variability are not fully understood. A 2 (Order of affective states: random vs. theoretical) x 2 (Time frame of affect: current vs. extended) x 2 (Type of judge-

ment: frequency vs. intensity of affective state) x 3 (Type of response scale: agree/disagree vs. amount vs. descriptiveness) factorial experiment was conducted to examine the impact of questionnaire design features on the circumplex structure of affect. Participants completed one of 24 different versions of a multiple item measure of affect. A circumplex covariance structure model was then separately fit to the data for various sub-groups to examine the impact of different questionnaire design features. Analyses revealed that the type of response scale had a substantial impact on the fit of the model, the extent to which opposing affective states were negatively correlated, and the extent to which the locations of affective states were consistent with theoretical expectations. Analyses also suggested that the time frame of self-reported affect influenced the extent to which opposing affective states were negatively correlated and the degree to which the locations of affective states were consistent with theoretical expectations.

C39

INDIVIDUAL DIFFERENCES IN SELF-DISCREPANCY THEORY: SELF-ESTEEM AND SELF-DOUBT AS MEDIATORS OF DISCREPANCY-AFFECT LINKS *Jessica Lakin[1], Geoffrey Leonardelli[2], Molly Lynch[3], Robert Arkin[1]; [1]Ohio State University, [2]Kellogg School of Management, Northwestern University, [3]Vanderbilt University* – – Self-discrepancy theory links beliefs about one's selves (i.e., actual, ideal, or ought) to affect (Higgins, 1987). The present research explores the extent to which individual differences (self-esteem and self-doubt) mediate the impact of self-discrepancies on feelings. Previous research shows that self-esteem is associated with actual-ideal, but not actual-ought, discrepancies. Thus, it was predicted that self-esteem would mediate the relationship between actual-ideal discrepancies and dejection. Recent research shows that people who experience self-doubt focus on other people's expectations, not their own. We therefore expected that self-doubt would be related to actual-ought, but not actual-ideal, discrepancies and would mediate the relationship between actual-ought discrepancies and agitation. Consistent with these hypotheses, individual differences in self-esteem mediated the relationship between actual-ideal discrepancies and dejection, while individual differences in self-doubt mediated the relationship between actual-ought discrepancies and agitation. Even though these individual difference measures are highly correlated, these relationships appear to be distinct: self-esteem is a better mediator than self-doubt of the ideal discrepancy-dejection link, and self-doubt is a better mediator than self-esteem of the ought discrepancy-agitation link. In sum, self-esteem seems to be primarily related to actual-ideal discrepancies and dejection-related affect, and mediates this relationship. In addition, self-doubt seems to be primarily related to actual-ought discrepancies and agitation-related affect, and mediates this relationship. These patterns suggest a role for individual differences in self-discrepancy theory. Specifically, the links between self-discrepancies and affect may be a function of chronic individual differences, and it may even be necessary to engage the self to demonstrate these relationships.

C40

THE INFLUENCE OF BEHAVIOR PERCEPTIONS AND INFORMATION COMPLEXITY ON ATTITUDE CHANGE AND MAINTENANCE *Penny McNatt, Dolores Albarracín; University of Florida* – Investigated conditions under which attitude change stimulated by a detailed consideration of the issues described in a persuasive message decays more rapidly than change based on a simpler inference such as self-perception. Participants in the first two experiments read a persuasive message that either advocated or opposed comprehensive exams, or received feedback that they had either supported or opposed the policy outside of awareness. Findings indicated that the attitudes of recipients of a persuasive communication decayed more rapidly than the attitudes of participants who received behavioral feedback. Presumably, increasing the complexity of the information available as a basis for attitudes among recipients of behavior feedback decreased attitude persis-

tence. In Experiment 3, participants received messages containing strong arguments or a combination of strong and weak arguments. Findings indicated that complex information increased persistence when the information was homogeneous but decayed to a greater extent when the information was heterogeneous in strength. Findings are discussed in light of a model of activation and comparison of prior judgments and judgment-related information.

C41

AN IAT FOR THE PALM: MEASURING IMPLICIT ENVIRONMENTAL ATTITUDES *Jennifer Tabanico, Chris Shriver, Scott Gillis, P. Wesley Schultz; California State University, San Marcos* – Previous research has suggested that attitudes about environmental issues are rooted in the degree to which people see themselves as part of the natural environment. However, the majority of research on environmental attitudes has relied primarily upon the use of explicit self-report measures. In addition, because the IAT is administered on a desktop Personal Computer, all IAT data published to date have been collected in laboratory or classroom environments. This study reports the development of an IAT procedure administered on a Palm handheld computer. In previous research, we have reported a variation of the IAT to assess implicit environmental attitudes. In the current study, the IAT was administered to 56 participants on both a desktop computer and a Palm Pilot. Test-retest reliability of the implicit measure was examined as well as its relationship to explicit environmental measures. Results showed a significant test-retest reliability between the computer IAT and the Palm IAT, r = .49; p < .01. These results are similar to the test-retest of r=.45 found for the IAT administered on a desktop PC. Additional analyses showed that the IAT was also positively correlated with the degree to which participants saw themselves as being interconnected with nature, as measured by the Inclusion of Nature in Self scale (INS). The findings also indicated a positive relationship between implicit environmental attitudes and explicit measures of biospheric environmental concern, and a negative relationship between implicit environmental attitudes and explicit egoistic environmental concern.

C42

MADNESS IN THESE METHODS: BEYOND DUELING PROCESSES IN THE REPRESENTATION OF COGNITION *Frederica Conrey[1], Carla Groom[2], Jeffrey Sherman[1]; [1]Northwestern University, [2]University of Texas, Austin* – Social cognition is very concerned with the extent to which judgments and responses are driven by automatic and controlled processes. A great deal of effort has been devoted to developing "process-pure" measures of automatic associations. However, researchers have been less concerned with differentiating between the distinct processes within the automatic and controlled categories. We have developed a new model of bias and control in cognition that allows us to simultaneously estimate the effects of multiple types of controlled and automatic processes on a wide variety of tasks. When this multinomial model is applied to the Implicit Association Test (Greenwald, McGhee, & Schwarz, 1998). Results demonstrate that automatic bias does play a significant role in the IAT effect. However, effort applied to determining the correct answer and effort applied to overcoming bias also influence response patterns on the IAT. Data from the model imply that a positive association with Whites has a greater impact on responses than does a negative association with Blacks. Additionally, participants worked to overcome these associations only when the stimuli were Black and White names and not when they were valenced words, implying that they only exerted control when they felt that they might look prejudiced. While the IAT is not a process-pure measure of bias, it does reflect a rich interplay of automatic and controlled processes.

C43

AUTOMATIC ASSOCIATIONS BETWEEN RACE, GENDER, AND EATING DISORDERS *Jennifer Hunt[1], Thea Rothmann[1], Abby McLaughlin[1], Alexander Rothman[2]; [1]University of Nebraska, Lincoln, [2]University of Minnesota* – Lay people often associate health problems with certain social groups. For example, people associate eating disorders with young, White women and cardiac disease with middle aged men. These associations, which may or may not reflect the actual base rates for the health problems, are a component of people's schemas for those illnesses. As a result, they may influence the interpretation of ambiguous symptom information. Consistent with this assertion, Hunt and Rothman (1999, 2000) found that perceivers are more likely to suspect anorexia when a White woman eats lightly than when a Black woman engages in identical behavior. In the present study, we investigated whether thinking about eating disorders automatically activates beliefs about the groups believed most likely to develop them (i.e., White individuals and women). Participants completed a computerized lexical decision task. In each trial, they were primed with either a word associated with eating disorders (e.g., purge, starve) or a neutral word. They then made a name/non-name judgment about a name associated with White women, Black women, White men, or Black men. Results indicated that eating disorder primes significantly facilitated responses to White names and inhibited responses to Black names. The implications of automatic associations between eating disorders and White individuals for health judgments will be discussed.

C44

IMPACT OF GOAL ORIENTATION AND META-EMOTION ON IRONIC PROCESSSES OF MENTAL MOOD CONTROL *Lisa Legault[1], Isabelle Green-Demers[2], Tania Paiement[1], Richard Koestner[3]; [1]University of Ottawa, [2]University of Quebec in Hull, [3]McGill University* – Research reveals that the desire to control thoughts and emotions is met with extreme difficulty. The theory of ironic processes of mental control predicts that when cognitive capacity is strained, mental control efforts backfire to produce mental states that are diametrically opposed to the ones that are desired. While much empirical support has been received for ironic cognitive and behavioural responses to mental control, the intervening variables involved in the mental control of affective material remain to be understood. The goal of the present study was to determine the role played by motivational and meta-emotional processes in producing the ironic effects that arise from the suppresssion of negative feelings. Undergraduates (N=163) completed a laboratory experiment wherein a negative mood was induced and 3 factors manipulated: goal orientation (intrinsic vs. extrinsic), mental control (suppression vs. control group), and mental load (high vs. low). Ironic effects were subsequently measured. Meta-mood activity was assessed before and after experimental manipulation. Results revealed significantly more negative affect associated with the failure of extrinsic goals compared to intrinsic goals. Mental load did not affect suppression. Meta-mood activity was more conflicted with increased negative mood, however it did not vary with goal-orientation. Results are discussed in terms of their implications for future research on the regulation of negative affect.

C45

REACTIONS TO A REVEALED DECEPTION IN AN ONLINE COMMUNITY: EVIDENCE FOR THE BLACK SHEEP EFFECT *Beth Dietz-Uhler[1], Adam Joinson[2], Zachary Birchmeier[1]; [1]Miami University, [2]The Open University* – According to the Black Sheep Effect, dislikable ingroup members will be derogated more than likable ingroup members, or than any outgroup member. To test the hypothesis that strength of group identification is related to strength of derogation of an errant ingroup member, transcripts from an Internet discussion board in which a high-status, well-liked member deceived the group were analyzed. Group members' reactions (N = 433) were coded for whether or not they represented statements supportive or condemning of the deceitful group member. Also coded was the amount and type (agree, disagree, neutral) of interactivity among discussion board members. Finally, as a measure of the strength of identification with the online community, the number of collective pronouns in each entry was counted (higher number indicative of stronger identification). Results indicated that group members posted more condemning (31.4%) than supportive (12.7%) statements. Interactive entries were more indicative of disagreement (18.1%) than neutrality (17.2%) or agreement (12.0%). The correlation between the amount of condemnation and number of collective pronouns, r(423) = .18, p < .001 was marginally significantly stronger (p<.09) than the correlation between amount of support and number of collective pronouns, r(423) = .10, p < .05, indicating support for our hypothesis. The results also indicate that strength of group identification was significantly related to the amount of disagreement between group members, r(423) = .13, p < .01. Overall, the reactions of group members to a fellow group member who intentionally deceived them indicated derogation, consistent with the Black Sheep Effect.

C46

MEASURING SELF-ESTEEM USING THE IMPLICIT ASSOCIATION TEST: THE VALENCE OF THE OTHER *Andrew Karpinski; Temple University, Philadelphia* – The implicit association test (IAT) measures implicit self-esteem by quantifying the extent to which the self is associated with positive and negative concepts compared to the extent to which an unspecified other is associated with positive and negative concepts. Because of the comparative nature of the self-esteem IAT, the associations a person has with the other are as important as the associations with the self in determining an individual's implicit self-esteem. Thus, for the esteem-IAT to be meaningfully interpreted, it becomes important to understand the valence of the other that is brought to mind in the general-other IAT. To investigate this issue, 48 participants completed three self-other IATs: a general-other IAT in which the other was left unspecified; a Santa-other IAT, in which the other was specified to be Santa Claus; and a Hitler-other IAT, in which the other was specified to be Adolf Hitler. As expected, Hitler-other IAT scores were significantly greater than scores on the Santa-other IAT, d = 0.77, indicating that participants had more positive associations (and/or fewer negative associations) with Santa than with Hitler. Surprisingly, the general-other IAT scores were significantly greater than Santa-other IAT scores, d = 0.71, but were nearly identical to Hitler-other IAT scores, d = 0.07. Thus, it can be inferred that the valence of the other in the general-other IAT is not different from the valence of Hitler. In other words, the mental representation of the other in the general-other IAT is extremely negative.

C47

THE AFFIRMATIVE ACTION DEBATE: DETERMINANTS OF PERCEPTIONS OF FAIRNESS *Madeleine Fugere; Lynchburg College* – As affirmative action is subject to intense public scrutiny, research on perceptions of affirmative action (and the lack thereof) becomes increasingly important. Three studies explored perceptions of fairness of affirmative action with regard to White and African American applicants. In Studies 1 and 2, participants examined two college applications (from one White and one African American applicant) to a hypothetical university that had or did not have an affirmative action policy. The admission decision regarding each applicant was varied. The results from Studies 1 and 2 suggested that the perceived impact of the affirmative action policy on White applicants determined ratings of the fairness of the policy. These results were consistent with a self-interest interpretation of attitudes toward affirmative action. In Study 3, the hypothesis that the perceived impact of affirmative action on White applicants determines perceptions of fairness was explicitly tested. Participants examined two college applications to a hypothetical university that had an affirmative action policy. The admission decision regarding each applicant (White vs. African American) was varied. The results from Study 3 contradicted the indirect evidence from Studies 1 and 2 which suggested that the impact on White

applicants determined perceptions of fairness. Study 3 revealed that overall perceptions of the fairness of the affirmative action policy were most heavily impacted by perceptions of the fairness of the policy with regard to African American applicants and the admission decision regarding African American applicants. Implications for improving perceptions of affirmative action policies are discussed.

C48

SELF-CONSTRUAL AND MOTIVATED SKEPTICISM *Jill A. Jacobson[1], Sarah K. Reiss[1], Peter H. Ditto[2], Eunkook M. Suh[2], [1]Queen's University, [2]University of California, Irvine* — Self-serving biases have been shown to be more prevalent in Western than Eastern cultures, and this difference has been attributed to the divergent self-construals that predominate within each culture (Heine, Lehman, Markus, & Kitayama, 1999). Most of these studies, however, have investigated self-serving biases in ability domains, and little research has examined cultural differences in responses to threats in the health domain. Recently, Jacobson, Roper-Coleman, Sorkin, Ditto, and Suh (2002) found that Asian-Americans showed a pattern of cognitive, affective, and behavioral reactions indicating that they were more accepting of an unfavorable medical diagnosis than were European-Americans. The present study attempted to replicate these results by priming independent versus interdependent self-construals. Participants in the interdependent condition focused on what they had in common with their family and friends, while those in the independent condition focused on their differences (Trafimow, Triandis, & Goto, 1991). The participants then self-administered the Thioamine Acetylase (TAA) test (Ditto & Croyle, 1995). Everyone learned that they possessed the TAA enzyme. The only difference was that participants in the unfavorable diagnosis condition learned that TAA makes people relatively susceptible to pancreatic disorders later in life, while those in the favorable diagnosis condition learned that TAA makes them virtually immune to future pancreatic disorders. Similar to the Asian-Americans in the Jacobson et al. (2002) study, European-Canadian participants were more accepting of an unfavorable medical diagnosis but only when primed to think interdependently. When primed with an independent self-construal, they exhibited the usual defensive reaction.

C49

MIRROR, MIRROR ON THE WALL: AVOIDING SELF-AWARENESS AFTER SOCIAL EXCLUSION *Kathleen R. Catanese[1], Natalie J. Ciarocco[1], Jean M. Twenge[2], Roy F. Baumeister[1]; [1]Case Western Reserve University, [2]San Diego State University* — Baumeister (1990) characterizes deconstructed mental states with shrinking time perspective, avoiding meaningful thought, and escaping self-awareness. The present experiment tested the prediction that social exclusion would lead to an escape from self-awareness, indicating a deconstructed mental state. Participants received false feedback manipulating feelings of belongingness. Participants were led to believe that they would end up alone (Future Alone) or with close relationships later in life. A third control condition predicted accidents later in life, and a fourth condition received no future feedback. Participants were then led to an adjoining laboratory to complete another experiment. The room contained two chairs back-to-back. One chair faced a wall and the other faced a large mirror. Participants were asked to sit while waiting for the next experiment. Compared to all other participants, socially excluded people avoided self-awareness by choosing to sit facing the wall instead of the mirror. The difference between the Future Alone condition and the three other control conditions was significant, X2 (1, 40) = 9.31, p < .05. Whereas only 10% of the Future Alone condition chose to face the mirror, 53% of the three control conditions combined sat facing the mirror. The Future Alone participants consistently chose to avoid self-awareness by looking at a blank wall rather than their own reflection in a mirror. Participants in the control conditions apparently chose their seat randomly. The results were not mediated by mood or state self-esteem. These results provide support for the hypothesis that social exclusion causes a deconstructed mental state.

C50

RELIABILITY AND VALIDITY OF THE PREJUDICE AGAINST HISPANICS AND PREJUDICE AGAINST ASIANS SCALES *Russ Espinoza, Jennifer S. Hunt, Sheriece Sadberry; University of Nebraska, Lincoln* — In order to expand research on prejudice to new social groups, we recently developed the Prejudice Against Hispanics (PAH) and Prejudice Against Asians (PAA) scales. The PAH contains one factor representing negative attitudes toward Hispanic individuals. The PAA contains two factors: one reflecting negative attitudes and one representing positive beliefs about Asians' intellectual abilities. This research was conducted to confirm the scales' factor structures, measure their test-retest reliability, and demonstrate convergent and divergent validity. Participants completed two questionnaires at three week intervals; both questionnaires contained the PAH, PAA, and conceptually related and unrelated measures. In the second questionnaire, participants also indicated their likelihood of voting for proposed legislative bills affecting Hispanic and Asian individuals. Results confirmed the previously identified factor structures of the PAH and PAA (alphas = .70-.96). Test-retest reliabilities ranged from .67-.86. Both scales were positively correlated with other prejudice scales (rs = .31-.72), but not with unrelated scales such as Sphere of Control, Individualism, and Collectivism (rs = .09-.19). PAH and PAA scores also were correlated with voting against legislation that would benefit Hispanics and Asians, respectively (rs = -.26 - -.43). This study thus demonstrates that the PAH and PAA are reliable and valid measures of bias against Hispanic and Asian individuals that should be useful in extending research on prejudice to these groups.

C51

DO-GOODERS AND VIGILANTES: THE EFFECTS OF "SUPERIOR" AND "AVERAGE" MORAL STANDING ON RESPONSES TO ETHICAL DILEMMAS *Julie McGuire, Benoît Monin, Mark Lepper; Stanford University* — Two studies were conducted to examine how feedback on one's moral standing affects reactions to moral dilemmas. In both studies, participants were told that they were selected to participate because, based on their responses to a previously administered questionnaire, they had been rated either "average" on a scale rating moral reasoning skills, or well above average. (In actuality, participants were randomly assigned to condition). Others were not provided any feedback and served as a baseline condition. Participants then completed questionnaires asking about various moral dilemmas. Results showed effects on later responses from both types of feedback. Specifically, those who were labeled morally superior gave responses consistent with their label. Compared to the average and baseline conditions, they reported they were less likely to break an academic honor code, and were more likely to want to make a difficult ethical decision themselves (rather than leave the decision up to an expert). Those who were labeled "average" were more willing to judge the ethical behavior of others than were those in the baseline or superior conditions: they were more likely to say they would report someone else who violated an academic honor code, and more harshly judged the behavior of others who behaved somewhat unethically. In addition, in the second study, those labeled "average" were more willing to endorse post-September 11th security policies that would monitor actions of non-citizens (favoring increased surveillance of others over individual civil liberties), while those labeled superior were less likely to endorse such policies.

C52

BEHAVIOR IN ROMANTIC RELATIONSHIPS: THE CREATION AND TEST OF A NEW BEHAVIORAL SCALE IN DATING COUPLES *Elizabeth K. Gray; North Park University* — The empirical evidence investigating behavioral correlates of personality in romantic relationships is sparse. It is particularly important to study behavior in relation to personality as it is a central aspect of the definition of personality, and behavioral maifestations of personality are a critical component of everyday life. Behavior is also central to our understanding of the

nature, process, and course of romantic relationships. In Study 1, a behavioral measure was created and validated on two large samples of dating undergraduates (N's = 415/303). This weekly behavioral log consists of five scales that tap behaviors associated with the FFM traits. The scales show acceptable alphas (.71 to .80), and an excellent convergent/ discriminant validity pattern with the BFI scales. In Study 2, these behavioral scales were tested in a sample of dating couples (N = 89 couples). The scales again showed an excellent convergent/discriminant pattern with the BFI scales (convergent r's range from .27 to .54 and discriminant r's range from -.18 to .22) and are predictors of relationship quality for both self and partner. In particular, Behavioral Extraversion, Conscientiousness, Agreeableness, and Openness were significantly associated with relationship quality (r's range from .20 to .26). The scales fill a significant void in the literature and provide a tool for measurement of behavior simply and effectively within the framework of the FFM in romantic relationships.

C53

EFFECTS OF INTERTRIAL INTERVAL AND PRIME CATEGORY ON AFFECTIVE PRIMING PROCESSES *Aaron Smith-McLallen, Kerry L. Marsh, Lori A. J. Scott-Sheldon, Blair T. Johnson; University of Connecticut, Storrs* – Recent research has used affective priming tasks (e.g., Fazio et al., 1995) to measure implicit condom attitudes (Marsh et al., 2001) using condom pictures (vs. filler images of markers) as primes, and pleasant vs. unpleasant images as targets. Although implicit attitudes can be predictive of subsequent behavior (condom use), idiosyncratic methodological features can lead to unanticipated effects. Filler primes can take on the attitudinal value of the salient prime. This study investigates the cognitive processes and methodological subtleties contributing to this phenomenon. We hypothesized that when short intertrial intervals (ITIs) are used, the affect induced in one trial might not completely dissipate before the onset of the next trial, thereby influencing responses to a subsequent trial. Also, using highly salient critical primes (condoms) may define the trial block such that participants essentially ignore benign contrast category primes (markers). Using a 2 (one-second vs. three-second ITI) x 2 (marker & insect primes vs. marker & flower primes) factorial, we manipulated the proportion of positive and negative targets and found that regardless of ITIs, the contrast category took on the affective value of the primary target category. Thus the non-salient prime became a proxy for the defining object being measured. In contrast, conditioning effects were contingent on ITI. When one-second ITIs were used (e.g., Wittenbrink et al., 1997), implicit attitudes toward insects became positive in the one-second ITI condition, but were negative (as typical) in the three-second ITI condition, while flower attitudes were unaffected by ITI.

C54

SUBLIMINAL EVALUATIVE CONDITIONING OF EXISTING ATTITUDES *Maaike Coenen, Ap Dijksterhuis; University of Amsterdam* – In Evaluative Conditioning (EC) a neutral stimulus (CS = Conditioned Stimulus) is paired with an affective stimulus (US = Unconditioned Stimulus). Repeated pairing changes the valence of the CS (De Houwer, Thomas & Baeyens, 2001). In previous research, EC techniques were used to investigate attitude formation (rather than attitude change) by using novel, neutral stimuli (rather than evaluatively laden stimuli). Could EC also be effective to change existing attitudes? Take a well-known politician or political party. Could EC lead to attitude change regarding this party? This hypothesis was tested in 3 experiments. In all experiments, pre-experimental attitudes were measured regarding Dutch political parties. After a filler-task, participants were presented with a (subliminal) classical EC-task; the logo of a political party (CS) was presented before subliminally presented negative or positive words (USi). Subsequently, attitudes were measured again. Results were in line with our expectations. Normal EC-effects were obtained among people with relatively neutral initial attitudes. However, people with negative initial attitudes showed a contrast effect of EC on later attitudes. A contrast EC-

effect was also among participants with positive initial attitudes, but this was mediated by commitment to the CS (i.e., the political party). The discussion will address the implications of this research.

C55

HEALTH BENEFITS OF WRITING ABOUT ONE'S BEST POSSIBLE SELF *Leigh Ann Vaughn, Anthony Abruzzo, Wendy Balliet, Jennifer Merry, Thomas O'Rourke, Nicole Salpeter; Ithaca College* – Expressive writing about negative events may produce health benefits through helping to create meaningful narratives about the events. Recently, King (2001) found that writing about one's best possible self (BPS) also produces health benefits. Presumably, the more meaningfully one writes about one's BPS, the more health benefits should result. According to temporal construal theory (Liberman & Trope, 1998) people tend to view distant future events in terms of higher-level features such as their desirability, rather than lower-level features such as how to bring them about. If so, then clarifying the most desirable features of one's BPS may produce more meaningful essays and better health than describing how to achieve one's BPS. In our experiment, college students participated in a single, 20 minute writing session where they either wrote about daily events (control), clarified what they would be doing and feeling if they worked hard and realized all their life dreams (clarify BPS), or briefly described their BPS and then focused on what they could reasonably do 10 and 20 years from now to help bring it about (how to reach BPS). Controlling for optimism at the time of writing, analyses showed that the "clarify BPS" essays were rated as more meaningful by independent coders and led to better psychological health 4-7 weeks later, compared to the other essays. These results suggest that orienting writing instructions toward higher-level construals of one's BPS (which life goals are most desirable and why) may further increase the health benefits of writing about one's BPS.

C56

BI-DIRECTIONAL EFFECTS OF BIPOLAR PRIMING *Masanori Oikawa; Graduate school of Hitotsubashi University* – Despite the number and diversity of studies that show effects of concept and knowledge accessibility, cognitive mechanisms that underlie these effects are somewhat ambiguous, especially in light of context dependency and applicability of their effects. According to Park, Kim & Wyer (2001), bipolar attributes are associatively linked in memory but are stored as separate concepts rather than as values along a bipolar continuum. That is, contextually more applicable pole of the concept would emerge an impact on perception and judgments. The aim of this study was to examine whether the same would apply to overt behavior, and in subliminal presentation. Participants were asked to perform a visual search task where they were actually subliminally primed with health related (e.g., "healthy" or "unhealthy") or taste (e.g., "tasty" or "not tasty") related attribute concepts. At the end of the experimental session, participants were asked to choose between vegetable juice and a pen as their small gift for attending the experiment. Priming a concept along 1 dimension (e.g., healthy) increased the likelihood of spontaneously preferring the gift along this dimension (i.e., healthy product = vegetable juice), regardless of whether the primed concept was directly applicable for interpreting the target (healthy) or was its bipolar opposite (unhealthy).

C57

PERSONALITY AND THE ABILITY TO REPAIR BAD MOODS *Scott Hemenover, Amber Robinson, Justin Allen; Kansas State University, Manhattan* – In recent years growing attention has been paid to affect-regulation (Gross, 1998; Larsen, 2000) with researchers exploring strategies commonly used to repair bad moods and individual differences in perceived repair abilities (Catanzaro & Mearns, 1999). However, few studies have examined the impact different repair efforts have on mood or individual differences in actual repair abilities. The current study examined these issues. Participants (N = 305) completed a measure of personality, watched a video designed to induce negative mood and reported their mood (T1). Participants then engaged (for 5 minutes) in

one of four types of mood repair: 1)Positive reappraisal in which Ps wrote about the negative elements of the video in positive ways, 2)Distraction in which Ps wrote about happy autobiographical memories, 3)Stay focused in which Ps wrote about the negative elements of the video, or 4)Control in which Ps wrote down any thoughts they had. Ps then reported their mood (T2). Ps in the distraction condition reported a larger decrease in negative mood (T1 -T2) then Ps in all other conditions (ps < .001), and neuroticism predicted mood change in the distraction condition (r = .32, p < .02) with neurotics reporting the smallest decrease in negative mood. Results reveal the differential mood enhancing properties of various strategies suggesting that distraction (v. reappraisal) is more effective at repairing negative moods. Findings also reveal individual differences in repair ability, suggesting that emotionally stable (v. neurotic) Ps are better able to utilize distraction to repair their bad moods.

C58
SELF-ESTEEM AND ORGANIZATION OF VALENCED INFORMATION ABOUT OTHERS: THE "JEKYLL & HYDE"-ING OF RELATIONSHIP PARTNERS *Steven M. Graham, Margaret S. Clark; Carnegie Mellon University* — We hypothesized that individuals low in self-esteem tend to segregate in memory positively and negatively valenced information about relationship partners whereas individuals high in self-esteem tend to integrate such information. We present theoretical justification for this hypothesis as well as results from two studies that are consistent with it. In a first study, we developed a measure of integrative thinking about relationship partners and administered it, along with the Rosenberg Self-Esteem Scale (1965), to participants. The two measures were positively and significantly correlated, even when controlling for sex and age. In a second study, participants completed a reaction time task in which they indicated whether or not evaluative words appearing on a computer screen applied to their roommates (as well as a control task in which they indicated whether or not evaluative words applied to computers). The words were presented in an order that either emphasized integrative thinking (a positive word followed by a negative word followed by a positive word and so on) or an order that did not emphasize integrative thinking (all positive words followed by all negative words or vice versa). As predicted, low self-esteem participants were slower in performing the integrative task than the non-integrative task when making judgments about a roommate but not when making judgments about a computer. Also as predicted, high self-esteem participants performed similarly across conditions. Overall, our results are consistent with the hypothesis that low self-esteem individuals segregate in memory positively and negatively valenced information about relationship partners.

C59
CULTURAL VARIATION IN LINGUISTIC STYLE DURING EMOTIONAL EVENTS *Jeanne Tsai, Diana Iorgova, Jamie Watanabe; Stanford University* — Do our cultural ideas and practices influence what words we use? To answer this question, we compared the spoken words of European Americans (EA) and two Chinese American groups ("more American" and "less American" Chinese) during emotional events. In study 1 (N = 60), participants were interviewed in English about their relationships with their parents and early childhood experiences. In study 2 (N = 98), romantic couples conversed in English about the events-of-the-day and a relationship conflict. Participants' verbal responses were transcribed verbatim and run through the Linguistic Inquiry and Word Count text analysis program (Pennebaker & Francis, 1999). Consistent with theories that emotions are more moderated and controlled, more embedded in social relationships, and less distinguishable from somatic states in Chinese culture than in American culture, compared to EA, "less American" Chinese used fewer positive emotion words (e.g., happy, good) in study 2 and more social (e.g., talk, friend) and somatic (e.g., touch, ache) words in studies 1 and 2. No differences emerged in the use

of negative emotion words in either study. In most cases, the responses of "more American" Chinese fell in between those of EA and of "less American" Chinese. Thus, our findings suggest that our cultural ideas and practices shape the specific words we use during emotional events. Implications of our findings for our understanding of culture, emotion, and linguistic style will be discussed.

C60
MONEY LAUNDERING: THE CONSEQUENCES OF LOVE-HATE RELATIONSHIPS WITH FINANCIAL WINDFALLS *A. Peter McGraw[1], Jonathan Levav[2]; [1]Ohio State University, Columbus, [2]Duke University* — Financial windfalls are unexpected positive monetary gains that are spent more readily and frivolously than other income. Mental accounting explanations posit a cognitive categorization process to explain spending behavior for windfalls (Thaler, 1986). We propose that the processing of financial gains is not wholly cognitive and that money can possess an "affective tag" (Slovic, 2001) which influences how it is spent. We investigate the consequence of mixed emotions on spending of financial windfalls. Although financial windfalls are generally considered positive, financial benefits are sometimes gained under emotionally mixed circumstances. We suggest that the negative affect in these "ambivalent windfalls" prompts them to be consumed differently than ordinary windfalls. In particular, people are motivated to reduce the tension inherent in mixed feelings by "laundering" the money through relatively utilitarian purchases. In a series of scenario and free-response studies we show that when respondents associate both positive and negative affect with a windfall, they are less likely to spend it on frivolities than when the windfall is purely positive, which we call the avoidance effect. We also find that participants embrace the opportunity to spend their ambivalent windfall on utilitarian objects when given the choice to do so. We call this the money laundering effect. Finally, we show that utilitarian purchases reduce negative feelings about the windfalls, suggesting that the choice helped them cope with their mixed emotions.

C61
ON WHY FAIRNESS MATTERS: THE ROLE OF THE SELF IN FAIRNESS JUDGMENTS *Joost Miedema[1], Kees Van den Bos[2], Riel Vermunt[1]; [1]Leiden University, [2]Utrecht University, Utrecht, the Netherlands* — Earlier research showed that fairness becomes more important to people under conditions of ego threat or mortality salience. In the current research, we propose that this increased need for fairness judgments is caused by self salience. People whose self is salient will have more attention for things that are important to them. As fairness is one of the most important norms and values, self-salient persons will have an increased need for fairness judgments. Findings of a first experiment support this line of reasoning: After a self-salience manipulation, participants who received a fair procedure reported lower levels of negative affect than self nonsalient participants. Self-salient participants who received an unfair procedure reported higher levels of negative affect, compared to the nonsalient group. In a second experiment we tested whether a self-affirmation would result in weaker effects of perceived fairness, as terror management theory and the uncertainty management model would predict; or, if the self is the pivot in understanding why fairness matters, a self-affirmation would make the participants' selves salient and should thus lead to stronger reactions to a fair or unfair procedure. Findings corroborate the second line of reasoning: compared to the control group, participants in the self-affirmation condition showed stronger effects of perceived fairness (cf. Experiment 1). Implications for terror management theory and the uncertainty management model will be discussed.

C62
REDUCING IMPLICIT RACIAL BIAS: MAKING RACE IRRELEVANT *E. Ashby Plant, B. Michelle Peruche; Florida State University, Tallahassee* — Recently, extensive interest in the field of prejudice and stereotyping has focused on reducing implicit forms of bias. The

current work proposes an approach for reducing implicit bias by repeatedly exposing people to social stimuli where group membership (e.g., race) is unrelated to stereotypicality (e.g., being a violent criminal). Such exposure was anticipated to lead people to disregard racial information when subsequently evaluating similar social stimuli (e.g., Brewer, 1988; Bodenhausen & Macrae, 1998). The present study examined the existence of implicit racial biases in responses to criminal suspects and whether these biases could be eliminated by repeated exposure to stimuli where the suspect's race was unrelated to criminality. Participants completed training on a computer program where they pretended they were police officers and decided as quickly as possible whether to shoot at Black and White suspects whose pictures appeared on the screen. Their decisions were based on whether a gun or a neutral object (e.g., wallet) was present. The program was designed so that the race of the suspect was unrelated to the presence of a gun. Responses to the early trials of the program revealed racial bias such that participants were more likely to mistakenly shoot at Black suspects paired with a neutral object than White suspects paired with a neutral object. However, after extensive training with the program, this bias was eliminated. The findings are discussed in terms of their implications for the training of police officers and the reduction of implicit forms of bias.

C63
NONVERBAL CUE KNOWLEDGE AND INTERPERSONAL SENSITIVITY: DOES MORE KNOWLEDGE EQUAL GREATER ACCURACY? *Janelle C. Rosip, Judith A. Hall; Northeastern University* – It has long been assumed that knowledge of nonverbal cues plays a role in accuracy on performance tests of interpersonal sensitivity, yet, this assumption has not been tested. The present studies sought to develop a paper and pencil test of nonverbal cue knowledge and examine its relationship with accuracy on interpersonal sensitivity measures. The Test of Nonverbal Cue Knowledge (TONCK), an 81 item, true/false test of general nonverbal cue knowledge, was developed using established findings from the literature as a basis for scoring accuracy. Study 1 (63 male and 88 female participants) examined the relationship between the TONCK and the Diagnostic Analysis of Nonverbal Accuracy (DANVA). In the DANVA facial expressions are judged. Study 2 (43 male and 85 female participants) examined the TONCK and the Profile of Nonverbal Sensitivity (PONS audio and video). The audio test involves judgements of voice tone. The video test involves judgements of the face, hands and body. The TONCK had acceptable reliability with Cronbach alphas > .76 in both studies. Results show that more knowledge of nonverbal cues is related to greater accuracy on the PONS (r = .26, p < .01 video and r = .26, p < .01 audio) but not the DANVA (r = .06, p < .50). Results also suggest a sex difference in knowledge of nonverbal cues (r = .18, p < .05 Study 1 and r = .17, p = .06 Study 2). Future research on the roles of knowledge and motivation in interpersonal accuracy are discussed.

C64
THE EFFECT OF EMPATHY AND PREPAREDNESS ON EMOTIONAL REACTIONS TO THE COLLAPSE OF THE WORLD TRADE CENTER *Christopher G. Davis, Stephanie Macdonald; Carleton University* – Despite the theoretical importance accorded by the transactional theory of stress (Lazarus & Folkman, 1984) to the primary appraisal process, few studies address the psychological dimensions of this process. This study tests the impact of two psychological dimensions of the primary appraisal process on first day emotional reactions to the destruction of the twin towers of the World Trade Center in New York on September 11, 2001: trait empathy and psychological preparedness. Eighty adults in Ottawa, Canada were interviewed six to 11 weeks following September 11 to obtain information on (a) how they learned of the tragedy, (b) the time elapsed between hearing of the tragedy and seeing televised images, (c) first day affective reactions, (d) trait empathy, and (e) subsequent helping behaviour. Results indicate that people higher on trait empathy, and those who first saw the collapse of the World Trade

Center live on television (vs. first hearing of it from others or the radio), reported stronger emotional reactions. Those experiencing greater first day affective responses were, in turn, more likely to engage in helping behaviors such as donating money or blood, participating in work or school projects for the benefit of victims, or praying for victims and their families. The results suggest that the initial inferred meaning that people draw from events significantly influences how they respond emotionally and behaviorally.

C65
THE SELF-COMPARISON PROCESS: MEDIAITONAL ROLES OF COUNTERARGUMENT ACCESSIBILITY AND NEGATIVE AFFECT IN JUDGMENTS ABOUT SELF-CONCEPT AND SELF-ESTEEM *Donna Eisenstadt, Michael Leippe, Jennifer Rivers, John Hicks, Shannon Rauch, Mark Stambush, Amanda Whitworth, Joanne Salas, Greta Bujaker, Kevin McIntyre; Saint Louis University* – This research tested the mediational role of counterargument accessibility in the self-comparison process. Eisenstadt and Leippe (1994; Eisenstadt, Leippe, & Rivers, in press) demonstrated that individuals have more extreme affective responses to false personality feedback, and are more vulnerable to incorporating it into their self-concept, when the feedback is about unimportant compared to important trait dimensions. They hypothesized that individuals have less knowledge about unimportant realms of self-identity and, therefore, are less able to fend off the feedback by generating counterarguments to it. This hypothesis was tested, here, by having participants receive rejected-self feedback of high or low importance while under high or no cognitive load. After receipt of feedback, participants filled out measures of self-descriptiveness of the feedback trait, self-esteem, affect, and engaged in a thought-listing task. Consistent with predictions, participants who received important rejected-self feedback while under load rated the feedback as more self-descriptive than did participants in all other conditions. Positivity of thoughts about the feedback, but not affect or self-esteem, significantly mediated feedback self-descriptiveness ratings. In addition, participants who received feedback while under load reported significantly greater negative affect and lower state self-esteem, compared to participants in other conditions. The effect of load on self-esteem was mediated by negative affect, but not by thought positivity. These results suggest that cognition and affect play somewhat independent roles in the self-comparison process, such that availability of cognitive resources influences how individuals think of themselves (i.e., self-concept), whereas affect influences how individuals feel about themselves (i.e., self-esteem).

C66
DO ONLY HIGH-POWER PEOPLE HAVE THE FREEDOM TO SMILE WHEN HAPPY? *Judith Hall[1], Terrence Horgan[2]; [1]Northeastern University, [2]Ohio State University* – Hecht and LaFrance (1998) proposed that the relation between how happy a person feels and how much he or she smiles depends on the person's relative interpersonal power. Based on results from a laboratory study, they proposed that high-power individuals are free to smile when they feel happy, and therefore their happy affect and smiling should be positively related, whereas low-power individuals are constrained by their role, and thus there should be no relation between their happy affect and smiling. We conducted 4 experiments in which participants' interpersonal power or status was manipulated vis-à-vis another person, 3 of which were designed very similarly to Hecht and LaFrance's study. In contrast to Hecht and LaFrance's findings, we found that the relation between self-rated happy affect and frequency of smiling was positive and the same regardless of one's power role. Furthermore, this relation was the same as that for participants who were not in a power role (measured in 2 of our studies), and the same as that found in published studies in which participants' power roles were equal or otherwise not salient. Overall, the relation between self-rated happy affect and overall smiling is moderately positive. Although this relation may be moderated by various factors (such as methodology, occupational roles,

situational demands, or gender), it appears not to be moderated by a person's relative interpersonal power.

C67

CONSENSUS IN EMERGING STEREOTYPES *Kai J. Jonas; University of Jena* – In recent definitions of stereotypes consensus within a stereotyping group is seen as a central element. Haslam, Oakes, Turner, and McGarty (1998) have shown growing stereotype consensus for existing stereotypes. This finding opens the field for a deeper analysis of consensus processes. The unanswered question is the interplay of stereotype content development and the consensus within in the stereotyping group. The current research addresses consensus about newly emerging stereotypes in three experiments. In the experiments a quasi-minimal group situation was used to generate an intergroup setting in which novel out-group stereotypes could be formed. Three-person groups interacted via computer-mediated communication. Content and consensus measures were taken three times. Generally, emerging stereotype processes were accompanied by a growing consensus, whereas collapsing emergence processes were paralleled by a diminished consensus. In experiment 1, simple intergroup categorization, which was a lower bound for stereotype emergence, let to consensus where as interaction on an interpersonal level did not. In experiment 2, more complex categorizations (one shared categorization and one differing categorization) inhibited both the stereotyping process and the consensus. In the case of thorough information processing concerning the out-group stereotype (experiment 3) consensus did not come up. Taken together, these results show that stereotype consensus can emerge within short (1 hr.) intragroup interactions. At this stage it is a fragile phenomenon that can be diminished through increasing social complexity and processing depth.

C68

VARIATION AMONG EUROPEAN AMERICANS IN EMOTIONAL EXPRESSIVE BEHAVIOR *Yulia Chentsova-Dutton, Jeanne Tsai; Stanford University* – Do European Americans (EA) several generations removed from their European ancestors constitute a homogeneous American cultural group, or do they vary as a function of their European cultures-of-origin? Surprisingly few studies have examined cultural variation among European Americans. To address this gap in the literature, we compared the physiological responses and facial expressive behavior of EA of Scandinavian (EA-S) and of Irish (EA-I) descent while they relived past emotional episodes of happiness, pride, love, anger, and disgust from their lives. Significantly fewer EA-S smiled during relived happiness and love than EA-I, against a backdrop of no differences in reports of emotional experience or physiology for these emotions, or for the other emotions. Although the differences in facial expressive behavior during pride, anger, and disgust were not significant, they were in the direction of EA-S being less expressive than EA-I. These findings are consistent with ethnographic accounts that Scandinavian cultures encourage the moderation and control of emotional behavior more than Irish culture. Thus, despite being several generations removed from their ancestors, European Americans continue to vary in their emotional expressive behavior as a function of their cultures-of-origin. Implications of these findings for research with European Americans and our conceptions of American culture will be discussed.

C69

PERCEIVED INTERPERSONAL BEHAVIORS OF PARENTS AND TEACHERS, AND BEST FRIENDS' MOTIVATION PREDICT STUDENTS' SELF-DETERMINED MOTIVATION, ABSENTEEISM AND DROP OUT INTENTIONS *Danelle Kabush, Luc Pelletier, Elizabeth Sharp, Nancy Otis; University of Ottawa* – Studies have found that when an individual's needs for autonomy, competence and relatedness are met, their behavior will be reflective of higher levels of intrinsic motivation and self-determination. In specific contexts such as the school classroom, studies suggest that autonomy supportive teachers are positively associated with higher student perceptions of self-determination

and competence (i.e., Boggiano et al., 1993; Williams et al., 1994). Parents who are autonomy supportive also play a role in their children's achievement and adjustment in school (Grolnick, Deci, & Ryan, 1997). The purpose of this study was to further examine the perceived impact that parents and teachers have on student motivational profiles in the tenth grade (N = 684) as well as the additional relationship between students and their best friends. Furthermore, the relationship between motivational profiles and three predictors of school dropout (intention to stop going to school, days absent from school, and intention to continue higher education) was examined. Perceived needs met by parents and teachers had a significant impact on students' levels of self-determination with parents having the greatest impact. Interestingly, best friends' motivation and predictors of school dropout were significant predictors of students' motivation and their own predictors of school dropout. In turn students' motivational profiles significantly predicted their intentions to drop out, their days absent from school, and their intention to continue further schooling.

C70

WHEN CREATIVE MEANS DIFFERENT: PRIMING CREATIVITY AS A STRATEGY TO INITIATE ALTERNATIVE COGNITION AND BEHAVIOR *Kai Sassenberg, Thomas Kessler, Amelie Mummendey; University of Jena* – The generation of original alternatives is essential for individual performance and societal change. Earlier research has demonstrated that the alternatives that are generated often stick to the knowledge that was activated beforehand. This holds true, even when individuals try intentionally to overcome the restrictions of activated knowledge. The current research tested the hypothesis that activating the concept 'creativity' results in original ideas and behavioral strategies because - as shown in a Pilot Study - being creative is associated with being different. This association might work as a cognitive processing rule that guides behavior. In Experiment 1 priming creativity led to more original ideas in a generative task than priming thoroughness or no priming. In Experiment 2 participants chose different behavioral strategies in a learning and recognition paradigm when creativity was primed than in earlier studies using the same paradigm and when thoroughness was primed. In Experiment 3 activating the concept of 'creativity' resulted in slower recognition of associated words in a lexical decision task with semantic priming than activating the concept of 'thoroughness'. This finding suggests that the impact of priming creativity on thoughts and behavior is initiated by the inhibition of associations. Moreover, Experiment 1 provides to our knowledge the first evidence for the fact that priming can initiate behavior that can not be initiated intentionally.

C71

UNDERMINING PROSOCIAL BEHAVIOR *Meara M. Habashi[1], Renee M. Tobin[2], William G. Graziano[1]; [1]Purdue University, West Lafayette, [2]Illinois State University, Normal* – This study examined agreeableness, empathy and prosocial behavior in a replication and extension of Batson's Katie Banks paradigm (Batson et. al, 1988). Graziano and Eisenberg (1997) suggested a theoretical link between the dispositional agreeableness and the situated emotion of empathy, as well as a link between empathy and prosocial behavior. Our previous research demonstrated that high Agreeable individuals volunteer help in all situations, but low Agreeable individuals help less when costs are high and they are asked to empathize. The present research replicated and extended previous work to test whether helping in high Agreeable individuals also could be undermined. Participants were 89 undergraduate students falling into the top or bottom quartile of the Agreeableness dimension. Participants were randomly assigned to one of two listening perspectives (Emotional: Asking them to focus on the emotions of the individual; or Technical: Asking them to focus on the technical devices used in the recording. Participants were also randomly assigned to either an In-group or Out-group Victim condition. After listening to the broadcast story of a student in need of help, participants were given the opportunity to offer help. Initial results

reveal a main effect for agreeableness, with high Agreeable participants offering more help than low Agreeable participants, regardless of in-/out-group status. However, further analysis revealed that low Agreeable participants offer less help to victims, especially to out-group victims; out-group membership is more salient to some potential helpers than others, and serves to undermine helping.

C72
THE INFLUENCE OF EVALUATIONS OF HEALTH APPEALS ON BEHAVIOR *Tamera Schneider; Wright State University* – Does worry promote or inhibit health behavior? The literature is full of inconsistencies. Perhaps because past research examining worry has been correlational. It is clear that health appeals promoting beliefs that effective health behaviors can be performed (high efficacy) are more persuasive. The present study examined the influence of health appeals varying in worry (moderate, low), efficacy (high, low), and exposure time (prolonged, brief) on generating threat and challenge appraisals, and their sequelae. Course credit was given to 112 undergraduates, assigned randomly to conditions. A pamphlet about an ostensible illness was read aloud; then, participants highlighted the words perceived to be negative. In the prolonged exposure condition participants read and highlighted the worry manipulation (introducing the illness), and then read and highlighted the health appeal including the worry and efficacy manipulations. A thought-listing task followed message exposure. The high worry, low efficacy condition tended to elicit more threat, compared to the other conditions. Appraisals interacted with exposure time to influence worry and information processing. Threatened participants reported more worry and listed more thoughts about the illness, compared to those challenged. Threatened participants also requested more alcohol pads and mouthwash (preventatives) than challenged participants. When health appeal exposure was prolonged, threatened participants were more worried and processed the health appeal more deeply. The findings show that messages perceived to be threatening generate concern and induce more message processing. Further, threat can provide the motivation to engage in healthy behaviors.

C73
IMPLICIT THEORIES OF PERSONALITY AND PRONENESS TO EXPERIENCE SHAME AND GUILT *Matthew C. Dohn[1], Jennifer L. Pals[2,3]; [1]Rutgers University, [2]Northwestern University, [3]The College of William and Mary* – Research on shame and guilt has shown that while both emotions are characterized by negative self-appraisal, shame involves condemning the whole self, whereas guilt focuses appraisal on the specific behavior that caused the emotion-eliciting event (Tangney, 1995). The current study tested whether these differences in self-appraisal may be explained by Dweck's (1999) implicit-theory model. Specifically, it was hypothesized that believing personality is unchangeable (entity theory) primes a person to think in global terms about the self and should therefore activate shame in the context of violating standards. In contrast, it was hypothesized that believing personality is changeable (incremental theory) primes a person to focus on controllable aspects of the self such as specific behaviors and should therefore activate guilt in the context of violating standards. These hypotheses were examined in two studies. In Study 1 (N = 141), participants' implicit theories were measured with the "Kind-of-Person" Implicit Theory scale (Dweck, 1999) and correlated with the shame and guilt-proneness scales of the Test of Self-Conscious Affect (TOSCA; Tangney, Wagner, & Gramzow, 1989). In Study 2 (N = 112), participants' implicit theories of personality were experimentally primed prior to the completion of the TOSCA. Across the two studies, both hypotheses received support: Study 1 showed that the incremental theory was correlated with guilt-proneness, and Study 2 showed that individuals primed with the entity theory scored higher on shame-proneness than individuals primed with the incremental theory. Findings are discussed in terms of their implications for cognitive theories of emotion and personality.

C74
DYNAMICS IN THE STREAM OF SELF-REFLECTION *Chris Buchholz[1], Robin Vallacher[2], Beth Stuart[2], Janice Cardenas[2]; [1]St. Lawrence University, [2]Florida Atlantic University, Boca Raton* – The self can be viewed as a dynamical system; lower-level cognitive and affective elements interact over time, giving rise to global patterns of thought and behavior. The underlying structural features of the self-system promote temporal variation in self-evaluation. A refinement of the "mouse paradigm" was employed to capture the dynamics of self-evaluation. The goal of this research was to explore the relationship between the structure and dynamics of the self as expressed in self-reflection. The "mouse paradigm" is a procedure where individuals talk about themselves and subsequently indicate the valence of their self-description using a computer mouse. Participants move the mouse pointer (to indicate positive or negative self-evaluation) while listening to the previously recorded version of their self-description. This technique makes it possible to examine self-evaluation as it changes over time. In study 1, participants described themselves after exposure to self-relevant memory primes. Traditional measures of the structural features of the self were found to be systematically related to the dynamic properties of participants' mouse movements (e.g., speed and variance). Study 2 explored the relationship between individual differences in self-structure and susceptibility to external influence. Participants were asked to describe themselves from three different perspectives (ideal self, actual self, and feared self). Participants with relatively "weak" self-structures were found to be more influenced by the perspective manipulation. In general, results suggest that global properties of self-structure are related to the temporal flow of self-evaluation. Furthermore, individual differences in self-structure result in different levels of susceptibility to extrinsic influence.

C75
DIVERSIFYING SOCIOCULTURAL REPRESENTATIONS OF COMPUTER SCIENCE TO INCREASE WOMEN'S PARTICIPATION *Victoria C. Plaut, Sapna Cheryan, Kimberly M. Rios, Claude M. Steele; Stanford University* – Women are less likely than men to major in computer science and pursue it as a career, which is cause for concern in a society that values and rewards technical skills. Whereas past studies have focused on internal factors such as cognitive ability, the present research shows that the digital gender gap is perpetuated by the dominant sociocultural representation of the domain as male and geeky. In one study, we manipulated the representation of a webpage design task as either one of programming (more common and stereotypically male) or one of communication (less common and not stereotypically male). Women in the communications condition reported less nervousness, higher attributions to ability, higher motivation to learn programming, and more persistence than women in the programming condition. The opposite effects were found for men. In a second study, prior to answering questions about computer-related attitudes, participants read an article that either supported the stereotype of computer science majors as geeks or portrayed the field as consisting of a greater variety of individuals. In the geek condition, women reported more nervousness with computers and less consideration of majoring in computer science. These findings provide insight into how the limited number of sociocultural representations available in an academic domain can have negative effects on psychological functioning. Computer science has developed into a field that is not altogether welcoming to women; thus, we suggest that accepting a variety of representations will increase the numbers of women entering and remaining in the field.

C76
MINORITY INFLUENCE IN SMALL GROUPS *Inga Carboni, Norman Berkowitz; Boston College* – Nemeth's (1986) cognitive processing model argues that minority dissent motivates divergent thinking among group members (i.e., to develop more, and more novel solutions to problems). However, this has not been experimentally tested using freely interacting

groups. Here, we compare the performance of groups containing a dissenting minority to groups with no minority. Twenty-seven six-person groups were composed (i.e., minorities of two, equally divided, and unanimous) by distributing information predisposing members to either promote or fail a hypothetical student having academic difficulty. All groups contained identical information. Following this decision, groups generated a list of strategies to help the student succeed. Group performance was measured by the number and uniqueness of proposed strategies, as determined by three independent raters. Post-experimental questionnaires were also administered. No differences were found among conditions on either number or uniqueness of strategies. Subsequent analyses of questionnaires revealed social influence (i.e., substantive disagreement, level of social pressure, strength of persuasion tactics) and interpersonal conflict factors (i.e., group tension, competitive orientation). While both of these variable sets related to group satisfaction, only social influence measures correlated with novelty of strategies. Furthermore, only level of social pressure (a social influence measure) and competitive orientation (an interpersonal conflict measure) related to number of strategies. Findings suggest that social influence processes do indeed relate to divergent thinking processes, as predicted by Nemeth. However, in freely interacting groups, the effect of experimentally introduced minorities does not relate to level of social influence and thus does not relate to divergent thinking.

C77
SHOW ME THE EXTRA CREDIT! INCENTIVES AND PROCRASTINATION BEHAVIOR *Regan E. Del Priore*[1,2], *Arlene M. Stillwell*[3], [1]*State University of New York, Potsdam,* [2]*University of Connecticut, Storrs,* [3]*State University of New York, Potsdam* — People frequently engage in pleasurable tasks and procrastinate on aversive tasks. Might appropriate incentives increase people's enjoyment of a particular task, thus reducing their tendency to procrastinate on it? Student participants (N=95; 63 females, 32 males) were grouped according to their Tuckman Procrastination Scale scores (TPS; Tuckman, 1991), and then were randomly assigned to one of three incentive conditions (extra course credit: no, low, or high). Participants were told that an anagram test would be administered to assess their verbal ability. They were then left alone and surreptitiously videotaped for 15 minutes, during which they could practice anagrams or occupy themselves with other activities (e.g., computer games, puzzles). As predicted, increases in incentive reduced participants' total procrastination time (i.e., time spent on other activities), even though incentive level and participants' interest rating of the practice anagrams were not related. Surprisingly, males procrastinated significantly more than females overall, though no gender differences were found on participants' TPS and Social Desirability Scale scores (SDS; Crowne & Marlow, 1960). Even when controlling for incentive conditions, neither the TPS nor the SDS predicted actual procrastination time. However, participants who scored high on social desirability also tended to score low for procrastination. This suggests that our participants' responses on the TPS were socially desirable and not reflective of their actual procrastination tendencies. In conclusion, incentives appear to reduce procrastination behavior, even though they may not affect perceptions of whether or not a task is interesting. Suggestions regarding procrastination research methodologies are also discussed.

C78
RELIGIOUS EMOTIONS: LINKS BETWEEN SPIRITUALITY/ RELIGIOUSNESS AND DAILY MOOD. *Sharon L. Brion, Michael E. McCullough; Southern Methodist University, Dallas* — In this study, we examined whether any of the six religiousness and spirituality measures could predict self-reported emotion clusters. Participants completed a dispositional packet that included the religiousness and spirituality measures. The participants also completed fourteen days of diary questionnaires, in which they reported the degree to which they felt several emotions each day. We found that participants who reported being more

religious reported feeling more gratitude, humility, reverence and guilt over the 14-day time period than did the less religious participants. We also found that participants who reported being more spiritual reported feeling more gratitude, humility, reverence and positive affect and reported less sadness and hostility over time than did the less spiritual participants.

C79
GETTING EVEN, OR NOT: INTERPERSONAL TRANSGRESSIONS, ANGER, AND REVENGE *Arlene M. Stillwell*[1], *Regan E. Del Priore*[1,2], [1]*State University of New York, Potsdam,* [2]*University of Connecticut, Storr* — Revenge is a fascinating and often seductive interpersonal event. Yet, many people who have been angered by someone never seek revenge. What prompts revenge seeking? What keeps people from seeking revenge? The present study is an initial comparison of transgressions that lead to revenge seeking versus those that do not. Participants (N = 63) briefly described an event in which they sought revenge in response to a transgression (revenge story), and another event in which they suffered a transgression but did not seek revenge (anger story). Participants then answered a series of specific questions about each story. Both anger and revenge authors were very angry at the time of the event, however the anger authors were currently more angry than the revenge authors. Several interesting themes emerged from the authors' explanations as to why they did or did not seek revenge. The most frequent responses from the anger authors was that revenge would not have been a useful strategy, or that taking revenge would not have been worth their time or effort. A number of anger authors explained that they were not vengeful people, or that taking revenge would not be right. The largest percentage of revenge authors made reference specifically to the perpetrator's behavior as their reason for seeking revenge. They also stated their desire to make the perpetrators pay for their actions and that "enough was enough." Taken together, the results shed light on the circumstances in which people seek or avoid revenge in response to interpersonal transgressions.

C80
"HE SAID, SHE SAID": TEASER AND TARGET PERSPECTIVES OF THE SAME TEASING INCIDENT IN ROMANTIC RELATIONSHIPS *Julie Bollmer, Monica Harris, Michael Dudley; University of Kentucky* — This study examined teasing within the context of romantic relationships to determine how men and women use teasing differently and whether this influences their perceptions and understanding of teasing interactions. Undergraduate couples who were involved in a romantic relationship wrote narratives about times that they were the target of teasing and times they perpetrated teasing in their relationship with their partners. Their partners then wrote their version of the same teasing incident. Couples also answered questions about the narratives, their relationship, and their general perceptions of the teasing occurring in their relationship. Analyses revealed that, in general, women were just as likely as their male partners to perceive positivity in the teasing that occurred in their relationship, but they were significantly more likely than their male partners to perceive negativity. Looking at specific teasing incidents, coding of the narratives revealed that women felt the teasing interactions with their partners had less of a positive impact on their relationships than did men. They were also rated as responding much more emernegatively to being teased by their partners than were men. Teaser and target perspectives of the same teasing incident were also examined. Compared to targets, teasers were significantly more likely to find the teasing humorous and to see themselves as empathic. They also tended to focus on how negatively their partners reacted, revealing they possibly felt their partner was overreacting. Implications for these findings for theory on teasing are discussed.

C81
SELF-ESTEEM MODERATES THE IMPACT OF RECEIVED SUPPORT ON DISTRESS *Christina Venetianer, Amie Green, Niall Bolger, Patrick Shrout; New York University* – Many studies of support interactions have found that recipients' reports of receiving support is either unrelated to distress or appears to increase it. One explanation for these null or adverse effects is that when support is received, the recipient is made aware of the fact that they are incapable of handling the situation on their own, which results in lower self-esteem and heightened distress. If this is so, it suggests that recipients with higher initial self-esteem may be less adversely affected by being aware of the support they receive. In this study, we examined self-esteem as a possible moderator of the association between received support and psychological distress. Results showed that support led to higher distress among low but not high self-esteem participants. Participants were individuals in couples who completed the Rosenberg Self-Esteem Scale and provided reports of anxiety, depressed affect, anger, fatigue and vigor twice daily for four weeks, once in the morning and once in the evening. We predicted change in depressed and anxious mood using support received and level of self-esteem (high, medium or low). Participants with high self-esteem experienced less of an increase in depressed mood when support was received, while those with low self-esteem experienced more of an increase in depressed mood when support was received. We found no difference in increases of anxious mood.

C82
STATE AFFECT AND CYTOKINES (IL-6, IL-8, IL-10) IN MARATHON RUNNERS *Timothy J. Huelsman, R. Michael Furr, David C. Nieman; Appalachian State University* – Researchers (e.g., Dantzer et al., 1999; Konsman, Parnet, & Dantzer, 2002; Maier & Watkins, 1998) have noted the association between cytokine activity and depression. The present research examines the relationship between plasma cytokine levels and state affect in the context of a marathon run. Ninety-eight runners in two marathons completed assessments of affect and had their blood drawn before, immediately after, and 90 minutes after running the marathon. Using multilevel modeling, we examined the issue of whether state affect (PA and NA, independently) and cytokines (IL-6, IL-8, and IL-10, independently) exhibited concurrent change. For each person we determined the degree to which changes in cytokine level paralleled changes in affect. On average, increases in IL-6, IL-8, and IL-10 were strongly associated with decreases in PA. These changes in cytokine levels were unrelated to changes in NA. Given the correlational nature of this study of marathon runners, a plausible rival (third variable) explanation for the association between cytokine levels and affect is the level of physical exertion for each runner. We examined an exertion composite variable (a combination of average heart rate and perceived exertion) and determined that the relationships between cytokines and affect were not related to exertion. That is, runners who greatly exerted themselves were not more likely to exhibit a cytokine-affect relationship than runners who exerted themselves to a lesser extent. These results were replicated across both samples and suggest a link between cytokines and affect that is not simply a function of physical exertion.

C83
DO YOU SEE WHAT I SEE? THE ROLE OF GROUP IDENTIFICATION AND STATUS THREAT IN YOUNGER AND OLDER ADULTS' AGE-BASED BIASES *Alison L. Chasteen; University of Toronto* – Although much is known about factors influencing intergroup biases, relatively little is known about age-based biases. The goal of the present study was to determine whether age group identification and threats to group status produce similar biases in younger and older adults. Participants who were either strongly or weakly identified with their age group made comparisons in which their age group was either inferior or superior to the other age group. Younger and older adults' perceptions of both their own age group and the outgroup were then assessed using several measures of inter-group bias, including ingroup favoritism, outgroup derogation, in- and outgroup homogeneity, self-stereotyping, social distance, and group similarity. In general, young adults exhibited more biases toward the outgroup (e.g., greater derogation and distancing), but older adults demonstrated more ingroup biases (e.g., greater in-group favoritism and self-stereotyping). The older adults' use of ingroup-focused defensive strategies suggests that they were hesitant to derogate an outgroup to which they once belonged, despite the group status threats they face regarding perceived competence (Fiske, Cuddy, Glick, & Xu, 2002). Thus, the transitory nature of age group memberships provides a unique context for examining how degree of familiarity influences inter-group relations. The present research suggests that prior group memberships can alter the biases that are typically demonstrated between stigmatized and non-stigmatized groups.

C84
AN IRT ANALYSIS OF THE POSITIVE AND NEGATIVE AFFECT SCHEDULE (PANAS) *R. Michael Furr, Timothy J. Huelsman, Elizabeth A. Schmidt; Appalachian State University* – The PANAS (Watson, Clark, & Tellegen, 1988) is a 20-item measure used throughout psychology to assess positive and negative affect (PA and NA). Though the PANAS is widely used, questions have been raised concerning the degree to which its content covers the full range of the PA and NA dimensions. The present study examines the measurement characteristics of the PANAS via item-response theory (IRT), which provides several advantages over classical test theory and affords a detailed analysis of the range of information provided by each item and by the two scales. A total of 1145 respondents across 6 studies completed the PANAS. PA item discrimination parameters ranged from .82 to 1.22, with "excited" demonstrating the poorest discrimination and "attentive" discriminating best. For NA, item discrimination parameters ranged from .94 to 1.31 with the "guilty" having the poorest discrimination and "upset" discriminating best. PA item difficulty parameters ranged from –1.01 to .20, with "determined" as the easiest item and "excited" the most difficult. For NA, item difficulty parameters ranged from 1.00 to 2.39 with "distressed" as the easiest item and "ashamed" the most difficult. Though both scales provide information across a wide range of trait levels, these difficulty parameters and the test information curves suggest that information is maximized at relatively low levels of PA, and at relatively high levels of NA.

C85
STEREOTYPE THREAT OR STEREOTYPE CHALLENGE: THE ROLE OF LEADERSHIP EFFICACY *Crystal Hoyt, Jim Blascovich; University of California, Santa Barbara* – We propose that leadership self-efficacy, or confidence in one's leadership ability, plays an important role in reactions to stereotype activation for women leaders. We tested this hypothesis by assigning female participants to one of four experimental conditions: 2 (efficacy for leadership: high or low) x 2 (stereotype activation or not). Participants were selected based on their leadership efficacy as determined in mass testing. The participants were ostensibly participating in a group task as the randomly assigned leader of the three-person group; however, the participants were actually alone during the experiment. Half of the participants were presented with the stereotype of the traditional male leader. They performed the leadership task in an immersive virtual environment. As predicted, reactions to activating negative stereotypes regarding female leaders were moderated by leadership efficacy. Specifically, low efficacious women experienced more anxiety, perceived that they performed worse, identified less with leadership, and appraised their leadership skills as worse after the stereotype activation. However, the pattern of responses was opposite for confident female leaders; they experienced less anxiety, perceived that they performed better, identified more with leadership, and appraised their leadership skills as better after the stereotype activation. There are a number of important implications of this work. Not only are we extending the understanding of stereotype threat effects outside of the academic domain but we also

have gained some insight into a moderator of stereotype threat: self-efficacy. Finally, our results indicate that, at times, stereotypes can actually be empowering, a stereotype challenge.

C86

SEXUAL SATISFACTION AND RELATIONSHIP SATISFACTION: THEIR DIFFERENTIAL RELATIONSHIPS TO PERSONALITY, AFFECTIVITY AND ADULT ATTACHMENT *Jeffrey R. Haig; University of Iowa* — Two studies of adult populations, one a longitudinal study of former psychology students now in their mid-twenties (N= 310) and the other a convenience sample with average age of 32 (N= 233), explored commonalities and distinctions between sexual and relationship satisfaction in regards to dispositional attributes and generalized expectancies. In both samples, sexual satisfaction was most strongly correlated with openness and extraversion, and in general was more strongly correlated with trait affectivity than with personality. Sexual satisfaction was most positively connected to positive than negative affectivity, with joviality, an aspect of positive affect having the strongest correlation, and sadness, an aspect of negative affectivity having the largest negative correlation. For relationship satisfaction, neither sample was significantly related to personality, but both had moderately strong links to negative affectivity, and one sample had significant correlations to aspects of positive affectivity. Sexual satisfaction in general seems to have stronger links to affectivity than does relationship satisfaction. Another aspect of the study was to determine if sexual satisfaction was a unidimensional concept. Results indicate two or possibly three dimensions to sexual satisfaction, each with very different relationships to personality and trait affectivity, and to adult attachment styles. Securely attached individuals have markedly different profiles of sexual and relationship satisfaction, as well as relations to personality and affective traits, than individuals with other adult attachment styles. Securely attached individuals personality and affectivity correlations most closely resemble highly sexually satisfied persons, much more so than persons who report a strongly satisfying relationship.

C87

THE EFFECTS OF LANGUAGE-BASED EXCLUSION ON MOOD, PSYCHOLOGICAL THREAT, AND INTERGROUP RELATIONS *Robert Hitlan[1], Kristine Kelly[2], Michael Zarate[3]; [1]University of Northern Iowa, [2]Western Illinois University, [3]University of Texas, El Paso* — Research was conducted to help understand intergroup relations as a function of communication and exclusion. Specifically, this research examined the effects of language-based exclusion on mood, psychological threat, and intergroup relations. According to Williams (1997) Need–Threat Model of ostracism, exclusion is theorized to threaten a persons' need for belonging and self-esteem. Short term reactions include attempts to fortify those needs that have been threatened by exclusion. Two studies tested the prediction that exclusion in a "low ability" language (e.g., Spanish for many US citizens) would differentially affect mood, psychological threat, and immigration-based threat as compared to exclusion via a "high ability" language (e.g., English for many US citizens). Three person triads engaged in a group discussion via an Internet chatroom. After a brief introductory period, participants were either included, excluded in English, or excluded in Spanish by two confederates during the remaining discussion period. Results indicated that threat to belonging and self-esteem were similarly affected regardless of type of exclusion. Thus, belonging and self esteem were driven by general exclusion experiences. Consistent with predictions, type of exclusion (English vs. Spanish) produced qualitatively different effects. Participants excluded in Spanish were angrier than those excluded in English. Spanish excluded participants also expressed greater immigration-based threat, which was mediated by the anger effect. English exclusion produced threats to belonging, but did not generalize to immigration based threat. Results are interpreted in terms of their implications for the Need-Threat model of ostracism and for intergroup relations.

C88

THE RELATIONSHIP BETWEEN SOCIOMETRIC STRUCTURE AND CONFLICT COALITIONS IN SMALL GROUPS *Norman Berkowitz, Inga Carboni, Val Boosalis, David Bartholomew; Boston College* — Social structure forms as subgroups emerge within a collection of people interacting over time. Eventually, conflict emerges with issues framed by opposing coalitions. Shared perspective and identification leads subgroup members to support one another. Two non-causal hypotheses are proposed: 1. Opposing conflict coalitions are composed of persons from different sociometric subgroups. 2. Coalitions are composed of persons from the same sociometric subgroups. Measures: Social structure. Residents of 15 8-person dormitory suites checked Thurstone scaled items indicating "closeness/distance" to each roommate. Within each suite, sociometric subgroups were composed of persons all of whom exceeded a criterion of mutual closeness with all of the other members. Conflict structure. The conflict identified by at least 6 roommates was selected and opposing coalitions determined. Results: Hypothesis 1. Each dyad ACROSS the opposing coalitions was identified as within or across sociometric subgroups. If membership is random, 50% of dyads will be of each type. The obtained mean percentage of 80.1 cross-sociometric boundary relationships was significant (t=3.43, df=13, p<.01). Hypothesis 2. Each dyad WITHIN each opposing coalition was identified as either a within or across sociometric boundary relationship. The obtained mean percentage of within-sociometric boundary relationships of 62.4% was not statistically significantly different than 50% (t=1.46 df=11, p=.17). Discussion: The support for hypothesis 1 suggests that conflict may rigidify social structure. However, the failure to support hypothesis 2 suggests that since coalitions are composed of members of different sociometric subgroups, conflict may also provide the impetus for social change.

C89

BEHAVIORAL CONFIRMATION PROCESSES & PERSONALITY MODERATE PREJUDICE AGAINST OVERWEIGHT WOMEN *Jennifer Weisho Bruce[1], Renee Tobin[2], William Graziano[1]; [1]Purdue University, West Lafayette, [2]Illinois State University, Normal* — This study focused on prejudice towards overweight women. We examined the personality dimension agreeableness, the motive to maintain smooth interpersonal relations, as a moderating variable in the expression of prejudice and discriminatory behaviors. Participants (N= 107) falling in the top and bottom 25% on the distribution of agreeableness were selected to engage in a brief 10-minute conversation with a female stranger. Perceivers were randomly assigned to a partner (target), who was ostensibly either an average or overweight female. Targets were not shown photographs of their partners. Following the conversation participants rated their partners on personality traits, and assessed how much they liked their partner and were interested in engaging in future interactions with them. We expected participants who perceived their partners to be of average weight would react more positively than participants who perceived their partners to be overweight. This effect would be moderated: High agreeable individuals were expected to react more positively, and exhibit less prejudice, following a telephone conversation with an overweight stranger than low agreeable individuals. In addition, we expect behavioral confirmation to occur, with generally negative attitude to overweight persons resulting in more negative evaluations by perceivers who were under the impression that their partners were overweight. Results supported all our hypothesis: Overweight individuals were targets of prejudice and discrimination, agreeableness was a moderator, and behavioral confirmation reinforced initial attitudes. Results are discussed in terms of the basic social processes and motives that link individual differences and prejudice.

C90
ASSESSING SOCIAL CLASS FROM GENDER, RACE, OCCUPATIONAL, AND RELATIONSHIP INFORMATION *Jennifer J. Harman, Blair T. Johnson; University of Connecticut, Storrs* — We examined how ratings of social class respond to interpersonal cues of target race, gender, occupational status, and same-race versus interracial cues. Undergraduate students (N=229) completed computerized assessments of both members of a heterosexual couple that was either same-race (Black male and female) or interracial (Black male and White female); control participants judged individual photographs of the targets. We portrayed the occupational status of the male target in the relationship condition as either a veterinarian (higher status) or a bus driver (lower status), or else participants were given no occupational status information. As predicted, participants judged the male target to have higher social class than the female targets on numerous social class indicators, even in the absence of occupational status information, a pattern that disappeared but did not reverse when the male had lower occupational status. There were no significant differences in ratings of the female targets or between couples in the same-race or interracial relationship conditions. Although Black male and White female target ratings were constant across relationship and individual contexts, the Black female target was judged significantly higher when presented with the higher status male. Discussion centers on the complicated but predictable interaction between race, gender, occupational status, and relationship status in evaluations of social class.

C91
SENSITIVE STOCKBROKERS AND COMPETITIVE CARETAKERS: THE PROJECTED MALLEABILITY OF ROLE-TRAIT CONGRUENCY *Amanda Diekman, Wind Goodfriend; Purdue University, West Lafayette* — A core social psychological principle is that beliefs about role requirements shape beliefs about the characteristics of role occupants: For example, the belief that women are communal stems from the predominance of women in caretaking roles, whereas the belief that men are agentic stems from the predominance of men in leadership roles. As men and women occupy increasingly similar social roles, both male- and female-stereotypic characteristics may be perceived as important for success. To examine this perception of malleability, we compared perceptions of the perceived importance of agency and communion for various social roles over the next 50 years. Participants generally perceived roles as moving toward equality, although they projected inequality in roles requiring physical strength (e.g., military, outdoor work) or communal personality attributes (e.g., child care). Although agency was considered relatively more important for success in male-dominated roles and communion for female-dominated roles, both traits were perceived to increase in importance over time. For male-typical roles, agency was perceived as becoming more important over time and communion was perceived as remaining less important. For female-typical roles, agency was perceived as gaining importance for men but remaining stable for women, whereas communion was perceived as gaining much more importance for men but losing importance for women. The congruency between roles and traits thus appeared to be somewhat fluid in the perceptions of our participants: Future roles were projected to require both agency and communion. Implications for the reduction of sex segregation in social roles are discussed.

C92
LONELINESS, SOCIAL INTERACTIONS, AND AFFECT IN EVERYDAY LIFE *Louise C. Hawkley, John T. Cacioppo; University of Chicago* — In the current study, we used experience sampling methodology to evaluate the impact of loneliness on the affective and social lives of undergraduate college students (n = 134) in their everyday settings over the course of seven days. Controlling for gender, analyses of aggregated diary data revealed greater negative (p < .001) and less positive affect (p < .01) among lonely than nonlonely students. In addition, although lonely and nonlonely individuals did not differ in frequency or diversity of social interactions, lonely individuals reported greater negativity (i.e., caution, conflict, distrust) (p < .001) and less positivity (i.e., comfort, support, affection) (p < .01) in their interactions than did nonlonely individuals. Given the constellation of negative traits associated with loneliness, we then performed causal analyses to determine whether loneliness had direct or indirect effects on interaction quality and affect. The effects of loneliness on interaction quality were independent of the effects of depressed mood, anxiety, hostility, self-esteem, shyness, and sociability. However, results of hierarchical regression analyses supported a model in which social support mediated the effects of loneliness on negative interaction quality and daily negative affect. On the other hand, social skills mediated the effects of loneliness on positive interaction quality and daily positive affect. Extension of these models supported a causal role for interaction quality impacting mean daily affect rather than vice versa. These results suggest that loneliness operates both independently and through distinctive mechanisms to impact positive and negative aspects of everyday life.

C93
ENVIRONMENTAL PREDICTORS OF COIPNG WITH VIOLENCE *Wendy Kliewer, Kelli Taylor; Virginia Commonwealth University, Academic* — The present study examined environmental correlates of coping with violence among 91 inner-city males and females (M age = 11 yrs). Environmental factors explored included caregiver-rated family competence, child perceptions of caregiver acceptance and support, child perceptions of neighborhood cohesion, and the nature of the violence discussed. Active and avoidant coping strategies were examined, along with optimism and religious coping. Regression analyses were run separately for males and females. For boys, 22% of the variance in active coping was predicted. Social support from mother was positively associated with active coping; neighborhood cohesion was negatively associated with active coping. Twenty-three percent of the variation in avoidance coping was accounted for, with mother's rating of family competence positively associated with avoidant coping. Twenty-one percent of the variance in religious coping among boys was predicted. Family competence and social support from mother were both positively associated with boys' religious coping. The patterns of association with girls differed somewhat from that of boys. For active coping, 32% of the variance was explained, with family competence negatively associated with active coping. Thirty percent of the variance in optimism coping was predicted, with competence negatively related to this coping behavior, and social support from mother positively related to optimism. Over one-third (38%) of the variance in girls' religious coping was predicted. Competence was negatively related to religious coping; social support from mother was positively associated with this outcome. Results are discussed in terms of specific coping demands of inner-city life.

C94
SELF-REPORTS OF PREJUDICE IN THE PRESENCE OF FRIENDS AND STRANGERS: ETHNICITY MATTERS *Eric Vanman, Lisa Dimantova, Jena Irvin, Tammy Watson, Marlina McKay; Georgia State University* — In the United States it seems less likely that someone would admit his or her racial prejudices today than if it were 30 years ago. Concerns about social desirability, in particular, can inhibit the open expression of any racial preferences that one might hold. This study measured self-reports of prejudice as a function of social setting. The sample of participants, comprised of 50% African Americans and 45% Whites, made likeability ratings of 16 photos of Black and White students in the presence of a co-acting friend or a stranger, who did or did not share the participant's ethnicity. Another sample of participants performed the task alone. Based on previous research, we predicted that both Black and White participants would show the greatest intergroup bias when with a friend as compared to being in the alone condition. We also predicted

that there would be no difference in bias between the stranger and the alone conditions. The results did not support our hypotheses. Analyses revealed that Black participants exhibited the most bias toward their in-group in the stranger condition, regardless of the race of the stranger, and showed increased outgroup favoritism toward the White out-group in the Alone Condition. By contrast, White participants showed little effect of the social setting, reporting outgroup favoritism in all three conditions. Our results provide evidence of differing norms for the expression of prejudice as a function of one's minority/majority status in this country.

C95
THE PLEASURE OF UNCERTAINTY: INHIBITING SENSE-MAKING PROCESSES TO INCREASE THE DURATION OF POSITIVE AFFECT *Jaime L. Kurtz, Timothy D. Wilson; University of Virginia* – There is evidence to suggest that people possess an unconscious, automatic sense-making mechanism that helps them return to a baseline level of affect following an emotional event. This system functions by fitting new information and events into preexisting knowledge structures. One byproduct of this process is the dissipation of affect: novel, exciting events become commonplace and lose their emotional power. The present study examines whether this sense-making process can be inhibited to increase the duration of positive affect related to an event. Participants took part in a two-session experiment. In the first session, an initial drawing was held to determine whether they were finalists to win a prize. All participants were told that they were finalists, and would win one of their two most preferred prizes. People in the certain condition participated in a second drawing right away to determine which prize they had won, whereas those in the uncertain condition did not do the second drawing until they had returned for a second experimental session, approximately two hours later. All participants reported their mood at both sessions. There was a significant time x condition interaction, with those in the uncertain condition showing an increase in positive affect from session 1 to session 2, and those in the certain condition showing a decrease. These results suggest that uncertainty can inhibit the normal dissipation of affect that typically follows a positive event.

C96
SOCIAL DOMINANCE ORIENTATION AND FEMINIST BELIEFS AS FACTORS IN REACTIONS TO HOMOSEXUAL DATING *Lori A. J. Scott-Sheldon, Rebecca D. McIlveen, Blair T. Johnson; University of Connecticut, Storrs* – People high in social dominance orientation (SDO) often hold negative attitudes toward out-groups (e.g., homosexuals) and support hierarchical based group dominance (Pratto et al., 1994), both of which may serve as justification for discrimination and prejudice. Although past research has found a negative relationship between SDO and reactions to gay men and lesbians (Whitley and Lee, 2000), other research has found that, especially for heterosexual men, lesbians are considered less threatening than gay men (e.g., Kite & Whitley, 1996). If so, high SDO males should be more rejecting of gay men than heterosexuals or lesbians. In Study 1, we hypothesized and found that males high in SDO were less accepting of a date featuring a gay couple. In contrast, males low in SDO accepted the lesbian less than the heterosexual or gay couple. Perhaps males low in SDO exhibit disapproval of lesbian couples because they equate lesbianism with feminism, which may threaten equality. If so, low SDO males who do not support feminism should be more rejecting of lesbian than gay or heterosexual couples. Study 2 confirmed this expectation; males low in SDO and feminism exhibited more negative attitudes and thoughts toward a date featuring a lesbian couple than they did toward a gay couple. Indeed, males low in SDO and feminism tended to discriminate against the lesbian couple even more than high SDO and low feminism males. Meanwhile, results for females matched previous research. Results emphasize the need to consider competing value orientations in understanding reactions to interpersonal relationships.

C97
DOES THE PRESENCE OF MEN INFLUENCE PERCEIVED DISCREPANCY FROM WEIGHT-RELATED NORMS?: A COMPARISON OF WOMEN AT COEDUCATIONAL AND SINGLE-SEX COLLEGES *Diana Rancourt, Catherine Sanderson; Amherst College* – This research examines differences in women at a coeducational college compared to women at an all-female college in the presence and consequences of feeling discrepant from body image, eating, and exercise norms. Fifty-one women attending a coeducational institution and 50 women attending a single-sex institution responded to measures assessing their body image attitudes, eating and exercise habits, and exercise motivations as well as their perceptions of their female peers' attitudes and behaviors on identical measures. The results indicated that women in general felt more discrepant from others on these weight-related norms, such that women tended to feel that they had a heavier actual and ideal body size than did their peers. Moreover, women at the coeducational college felt more discrepant from these campus norms than women at the all-female college. Specifically, women at the coeducational institution perceived other women to be smaller than they themselves were, whereas women at the single-sex institution perceived no self versus other discrepancies on body size. Feeling discrepant from weight-related norms was also associated with increased symptoms of disordered eating for women at both schools, and type of institution did not moderate the effect of perceived discrepancy on disordered eating. In sum, women in general feel discrepant from weight-related norms, which in turn is associated with symptoms of disordered eating, and women at coeducational schools feel more discrepant from campus norms than do those at all women's schools.

C98
DEROGATING THE VICTIM: THE INTERPERSONAL CONSEQUENCES OF BLAMING EVENTS ON DISCRIMINATION *Cheryl Kaiser[1], Carol Miller[2]; [1]University of California, Santa Barbara, [2]University of Vermont* – Members of stigmatized groups, such as racial and ethnic minorities, face prejudice and discrimination in many aspects of their lives. One way the stigmatized can cope with prejudice and discrimination is by speaking up or calling attention to the injustices they face. In fact, discrimination claims may have a number of benefits, such as reducing prejudiced-based hassles and creating social change. Surprisingly, however, members of stigmatized groups are oftentimes reluctant to publicly acknowledge being the target of prejudice. We contend that this reluctance to acknowledge discrimination stems, in part, from the negative interpersonal consequences (e.g., being viewed as a troublemaker) of claiming discrimination. In the present experiment, we examined 154 participants' (predominately European American) reactions to an African American who attributed a job rejection to discrimination, his interviewing skills, or the job competition. An African American target person who attributed a job rejection to discrimination was perceived as more of a troublemaker (e.g., hypersensitive, irritating) than an African American who attributed rejection to either his interviewing skills or the job competition. Strikingly, this devaluation occurred even when participants were directly exposed to extremely blatant old-fashioned racist comments made by the person responsible for the hiring decision. This study suggests that members of stigmatized groups may be reluctant to publicly acknowledge being the target of discrimination because it is interpersonally costly to do so.

C99
PERSONALITY CORRELATES OF SUBJECTIVE AND OBJECTIVE MEASURES OF INTELLIGENCE *Tera D. Harding, Shannon M. Wells, Ryan Y. Howell, David C. Funder; University of California, Riverside* – The current study examined the pattern of relationships between personality characteristics and intelligence. The purpose was to assess possible differences in the patterns of relationships between personality characteristics and self-ratings and clinician ratings of intelligence and measured intelli-

gence. One item from the California Q-sort (high degree of intellectual capacity) was used as a subjective measure and was rated by the participants and a clinician after conducting a life-history interview with the participant. The Wonderlic Personnel Test (WPT), which correlates with the WAIS-R between .75 and .96, was used as an objective measure of intelligence. Self-ratings of intelligence correlated significantly with 51/99 self Q-sort items, including fastidiousness, objectivity, productivity, valuing intellectual matters, high aspiration level, and verbal fluency. Self-rated intelligence correlated with some of these same items from the clinician's Q-sort of the participant, even though self-rated and clinician-rated intelligence were not correlated. Clinician-rated intelligence correlated with 20/99 clinician Q-sort items but only 9/100 self Q-sort items. WPT only correlated with self-rated intelligence. The findings suggest that people who perceive themselves as intelligent tend to rate other self-characteristics positively, but this pattern does not replicate with measured intelligence. Clinician-rated intelligence correlated with intelligence-related items in their own Q-sorts of the participants, but not with participants' Q-sorts or measured intelligence. This suggests that there may be a schema in which intelligence is related to positive personality characteristics. However, this schema was not reflected in the relationships between measured intelligence and personality.

C100
WHEN THE ADDITION OF POSITIVE EVENTS CAN REDUCE POSITIVE AFFECT : PREDICTIONS FROM THE AVERAGING/ SUMMATION MODEL *Ashleigh Haire[1], John Seta[1], Catherine Seta[2]; [1]University of North Carolina, Greensboro, [2]Wake Forest University* — Goals: Previous research generated from the Averaging/Summation model (e.g., Seta et.al., 1989) demonstrated that experiencing a highly negative event coupled with a less negative event decreases stress (physiologically, verbally & behaviorally). This occurs because the addition of the minor stressor has decreased the average negativity of the setting. This model should be applicable to many domains other than stress. The goal of the present research was to test the model's predictive utility in the domain of positive events. If the model holds, we should find that the addition of a relatively minor positive event to a context containing a highly positive one reduces feelings of positivity. Design and Method: A 2 (positive/negative event) X 3 (event arrangement) between-participants design was employed. Participants in the positive event conditions were asked to think and write about either a highly positive event that had happened to them, a highly positive and a mildly positive event, or a highly positive and 3 mildly positive events. The event arrangements were identical in the negative event conditions except participants were asked to think and write about negative events. Following this task, participants rated their affective state. Results and Conclusions: For both positive and negative events, participants expressed less intense affective reactions in conditions containing 1 or 3 mild events than in the singular highly intense conditions. $F(1,96) = 6.6, p < .05$. These results support prediction of the averaging/summation model and suggest that individuals are sensitive to the central tendencies of both positive and negative life events.

C101
AN EXPERIMENTAL TEST OF THE "CORE AND EXPLORE" MATING STRATEGY *Josh D. Foster, Ilan Shrira, W. Keith Campbell; University of Georgia* — We propose that some mating strategies operate within the context of romantic relationships. We introduce the Core and Explore Mating Strategy (CEMS) as one such example. Specifically, we posit that people who adopt the CEMS are prone to seek alternative partners when their current romantic partners are highly committed to their relationships (i.e., they explore potential alternative partners knowing that their current partner will not exit the relationship). Therefore, to be highly committed to a partner who adopts the CEMS will result in greater attention to alternative partners and game playing romantic behavior by the strategist. We further suggest that people with certain personality types are more likely to adopt the CEMS. In the present investigation we hypothesized that narcissism would positively correlate with adoption of the CEMS. We first assessed narcissism in a sample of 156 romantically attached female participants. We then experimentally manipulated perception of boyfriend's commitment level and had participants complete measures of state attention to alternatives (ATA) and state ludus love style (i.e., game playing love style; LLS). We discovered that when perception of commitment was increased, narcissism was positively correlated with ATA and LLS. However, when perception of commitment was decreased, narcissism was negatively correlated with ATA and LLS. Thus, narcissists, who report more ATA and LLS when commitment perceptions are increased, seem to adopt the CEMS. Non-narcissists, who display less ATA and LLS when commitment perceptions are increased, appear not to adopt the CEMS.

C102
A SECOND LOOK AT META-PERCEPTION : CULTURE AND THE OVERESTIMATION OF THE CORRESPONDENCE BIAS. *Eriko Kudo[1], Brett W. Pelham[2], Mitsuru Shimizu[2]; [1]Aoyama Gakuin Women's Junior College, [2]State University of New York,Buffalo* — An experiment was conducted to assess cultural differences or similarities in targets' tendencies to overestimate perceivers' susceptibility to the correspondence bias (VanBoven, Kamada, & Gilovich, 1999). At time 1, targets (Japanese and American college students) provided either a list of their personal strength or a list of personal weakness. The same targets also estimated how they would be rated by perceivers who viewed their self-descriptions (while being fully informed of the conditions under which they were provided). At time 2, perceivers read the target self-descriptions and rated the targets' dispositions knowing the conditions to which targets were assigned. This procedure allowed a comparison of how targets thought they would be perceived and how they actually were perceived. In both cultures, targets overestimated the degree to which perceivers would judge them in line with their biased self-presentations on the dimension of their personal desirability. The difference between the predictions of those who had listed their weaknesses versus their strengths was larger than the difference in perceivers' actual ratings for the two groups. Importantly, there was no evidence showing a cultural difference in the magnitude of the overestimation of the correspondence bias. We discuss the likely reasons why our results differ from those of VanBoven et al.(1999).

C103
WHERE ARE THEY NOW? POSITIVE EFFECTS OF UNCERTAINTY ABOUT HOW A STORY ENDS *Deborah Kermer, Timothy Wilson; University of Virginia* — Wilson, Gilbert, and Centerbar (in press) proposed that humans possess a psychological sense-making system designed to return a person to baseline levels of mood following deviations. Events are explained, reinterpreted, and assimilated into existing knowledge structures. If an event is more difficult to explain, it should remain more accessible and maintain the associated affect. Thus, in opposition to a view that uncertainty is always negative, we believe that uncertainty can result in greater happiness by prolonging positive moods. In this study, we applied this hypothesis to the domain of entertainment. Participants were certain or uncertain about what happened to the main character of the movie Rudy, an uplifting true story of the dreams of a young football player. Fifty-nine undergraduates watched clips from the movie then read two possible accounts of his life after the events in the film. Some participants were told that one of the two accounts was true (certain condition), whereas others were told we were still unsure which account was true (uncertain condition). Students' mood was measured immediately after reading the accounts and again seven minutes later. While there was no significant difference between the students' moods immediately after reading the accounts, a significant 2 (time) x 2 (uncertain vs. certain) interaction showed that the mood of students in the certain condition decreased more than for students in the

uncertain condition. Thus, uncertainty resulted in lesser mood dissipation over time, confirming our hypothesis that inhibition of the sense-making process can prolong positive moods.

C104

DAY-TO-DAY VARIATION IN AGGRESSIVE FEELINGS AS FUNCTIONS OF STATE AND TRAIT DOMAIN-SPECIFIC SELF-ESTEEM AND DAILY SELF-ESTEEM INSTABILITY *Gregory Webster, Lee Kirkpatrick; The College of William and Mary* – In two laboratory experiments, Kirkpatrick et al. (2001) demonstrated that trait measures of functionally distinct domains of self-esteem differentially predicted aggression. In the present study, it was hypothesized that state measures of domain-specific self-esteem would differentially predict state reports of aggressive feelings. To this end, every 12 hours over a period of five weekdays, 100 participants responded to state measures of aggression, global self-esteem, and three specific domains of self-esteem: self-perceived superiority, mate value, and social inclusion. Trait responses were also collected for these five measures, which asked participants about their general feelings, whereas the state measures asked participants about their current feelings. Multilevel random coefficient models were employed to analyze these data, in which repeated sessions were nested within participants. Trait superiority was a reliable, positive predictor of state aggression averaged across all sessions. At the within-person level, both state global self-esteem and social inclusion were reliable, negative predictors of state aggression. Lagged relationships between state measures revealed that state aggression at the current time was reliably and negatively predicted by social inclusion measured at the previous session, but only among women. Drawing on research by Kernis et al. (1989), exploratory analyses revealed that a daily measure global self-esteem instability was a reliable predictor of state aggression, such that greater variability in global self-esteem over a 24-hour period was associated with reports of increased state aggression. Among women, daily instability in superiority was also a positive predictor of increased state aggression.

C105

SUPERSTARS LIKE ME: ROLE MODEL SIMILARITY AND ITS EFFECT ON FEMALE STUDENTS' MATH PERFORMANCE *David Marx[1], Jennifer Overbeck[2], Greg Webster[1], Geoff Urland[1]; [1]University of Colorado, Boulder, [2]Stanford University* – Previous research (Marx & Roman, 2002) has demonstrated that when female students learn about women who are competent in math they perform as well as male students on a challenging math test, even when these female students were confronted with a negative stereotype that suggests otherwise. Based on this research three studies were conducted to examine the following question: How similar do female role models need to be in order to enhance female students' math performance? Study 1 showed that math-talented women from the same school were viewed as role models, particularly by female students. Study 2 revealed that female students performed reliably better on a difficult math test after learning about a female role model, but only when she was perceived as similar (from the same school) rather than not so similar (from a different school). This was the case even though the two role models were perceived as equally talented in math. A third study was conducted to test whether the effects found in the laboratory also occur in a real world setting. Results show that female students had enhanced math SAT performance when they were taught by female teachers who were similar in age compared to female students who were taught by female teachers who were not similar in age. In sum these studies highlight the importance of not only increasing female role models in math-related domains, but also the need for these role models to be perceived as similar to the female students in question.

C106

SELF AND SOCIAL ENGAGEMENT: THE IMPLICATIONS OF SUPERORDINATE AND SUBGROUP IDENTIFICATION FOR THE ETHNIC MINORITY GROUP MEMBER *Angelina Davis, Tom Tyler; New York University* – It is a well-documented finding that the majority of ethnic minority group members in the United States are not successfully integrating into superordinate institutions (i.e., colleges and work organizations). We argue that the level of identification maintained by ethnic minority group members is critical to understanding the degree to which these individuals successfully integrate into American society and the institutions that represent this society. We hypothesized that the degree to which ethnic minority group members identify with the superordinate group (America) and their subgroup (ethnic/ racial group) will significantly impact their level of institutional engagement as well as their psychological well-being. To examine this hypothesis, we investigated the degree to which superordinate identification and subgroup identification influence ethnic minority group members transition to an important superordinate institution: college. A longitudinal design consisting of two assessment periods (i.e., before fall semester and conclusion of fall semester) was conducted among a random sample of Black, and Hispanic/Latin American first year college students. Results indicated a significant relationship between superordinate identification and engagement in the university among the ethnic minority group members sampled. Findings also indicated a strong unique effect for ethnic identification and no effect for superordinate identification on the participants' psychological well-being. Level of identification appears to play a significant role in the institutional engagement of ethnic minority group members as well as their feelings of self-worth. Further this research suggests that maintaining both a superordinate identification and subgroup identification can positively influences ethnic minority group members social and personal well-being.

C107

THE INFLUENCE OF SELF-ESTEEM ON THE SELF-REFERENCE EFFECT *Carrie Wyland, Todd Heatherton, Sarah Blowe; Dartmouth College* – The self-reference effect in memory has reliably shown that people tend to remember words encoded about themselves with greater accuracy than words encoded about other people. The present study uses the self-reference paradigm to examine possible memory differences associated with self-esteem. The literature suggests that self-esteem may influence memory processes such that people with high self-esteem tend to remember more positive information about the self and people with low self-esteem more negative information. In a computerized task, participants first saw 60 trait words, 30 highly positive and 30 highly negative, paired with either the cue word "self" or "Bush." The task was to respond whether or not the trait word described themselves or President Bush, dependent on the cue for each trial. In a following recognition test, participants with high self-esteem remembered positive self-words better than negative self-words and participants with low self-esteem showed the opposite pattern. No differences were found for Bush-words. This effect was not mediated by their responses on the encoding task, therefore it was not the case that participants were merely remembering trait words that they had said described themselves. These results suggest that self-esteem influences sensitivity to valanced information about the self but not about other people. Specifically, people with low self-esteem are more sensitive, and have better memory for, negative information about themselves regardless if they believe it to be true whereas people with high self-esteem show this effect for positive information.

C108

GOAL SETTING AND THE PROCESSING OF RELEVANT INFORMATION *Heidi Grant-Pillow[1], Gabriele Oettingen[1,2], Peter Gollwitzer[1,3], [1]New York University, [2]University of Hamburg, [3]University of Konstanz* – Free fantasies about a desired future can be turned into goals by using one of three self-regulatory strategies: mentally indulging in the

desired future, dwelling on the obstacles standing in the way, or mentally elaborating both the desired future and the obstacles standing in its way. Indulging and dwelling lead to moderately binding goals independent of expectations of success, while mental contrasting leads to strong goal commitment in light of high expectations, and to weak goal commitment in light of low expectations (Oettingen, Pak, & Schnetter, 2001). The present study investigates the processes that make expectations differentially affect commitment in mental contrasting, indulging, and dwelling. Participants were made to either indulge, dwell, or mentally contrast an important concern in the leisure domain. Then all participants generated four aspects of the desired future and four impeding obstacles with respect to concerns in other domains (interpersonal, achievement, and health). As hypothesized, only in the contrasting condition did people process desirability and feasibility-related information depending on perceived expectations of success. More specifically, in light of high expectations, contrasting led to more thorough processing of desirability than feasibility information, while in light of low expectations of success contrasting led to more thorough processing of feasibility than desirability information. Indulging and dwelling participants consistently processed desirability information more thoroughly. These findings suggest that mental contrasting makes expectations affect commitment by leading people to focus on desirability issues in light of high expectations of success and on feasibility issues in light of low chances of success.

C109
THE EFFECTS OF MOOD, STEREOTYPE, AND INFORMATION ORDER WHEN JUDGING A DEFENDANT
Kathleen C. Burns, Linda M. Isbell; University of Massachusetts, Amherst – Prior research demonstrates that individuals in happy moods tend to rely on stereotypes when processing information; this could be due to a lack of ability (e.g., Mackie & Worth, 1989) or motivation (e.g., Schwarz, 1990) to process detailed information. In contrast, Bless' (2001) mood-and-general-knowledge (MAGK) model suggests that positive affective cues increase individuals' confidence in global, general knowledge structures (e.g., stereotypes), whereas sad affective cues limit confidence in this information. The MAGK model predicts that happy individuals will rely on stereotypes, regardless of when they receive this information. However, other conceptualizations predict that stereotypes must be received first in order to be relied upon. To test this, 160 participants completed the Life Event Inventory (LEI) to induce happy or sad mood, read case evidence, and made judgments about a defendant. The defendant was either stereotypically violent or nonviolent and participants learned this either before or after reading the evidence. Results revealed a primacy effect on happy participants' judgments of how strong the case was against the defendant and a recency effect for sad participants. That is, individuals in happy moods relied on the stereotype when they received this information first, whereas those in sad moods relied on it when they received it last. A similar effect emerged for participants' confidence in their judgments. In addition, individuals in sad moods held the victim to be more responsible for the assault than participants in happy moods. These results place possible limitations on the MAGK model.

C110
EXPLORING PERSONALITY THE NATURAL WAY: AN INQUIRY INTO OPEN-ENDED SELF-DESCRIPTIONS
Zorana Ivcevic, John Mayer, Marc Brackett; University of New Hampshire – Shoda and Mischel (1996) defined individual differences as people's ability to access self-attributes stored in memory. They argued that these individual differences could be assessed by open-ended self-descriptions. We investigated personality using an open-ended approach; that is, we asked participants (N=174) to describe themselves and their personalities as best as they could. A content-based coding system was developed in which participant-generated statements were grouped into 134 clusters. These content clusters were organized into five areas, including: intellectual, emotional and motivational, social, self-regulation, and whole personality (Mayer,

2001). Three hypotheses were formulated based on research of open-ended self-descriptions (Markus & Kitayama, 1991; McGuire, 1984) and lay theories of psychological attributes (Sternberg, 1985): (a) Common descriptions would be positive, and depict gross or simple characteristics; (b) Many factors of open-ended descriptions would be similar to widely used self-report measures; (c) Some factors would be unique to this approach. Results confirmed that common descriptions were more positive, t(27)=-3.68, p<.001, and less complex, t(27)=2.61, p<.05, than less common descriptions. Furthermore, factor analyses of content clusters resulted in several factors similar to well studied personality attributes. These included self-esteem, emotional stability, agreeableness, and extraversion. Other factors identified in open-ended descriptions are not among usually assessed personality attributes. These factors described relationship concerns, preoccupation with peer acceptance, and self-authenticity. Results indicated that open-ended descriptions provide information about commonly studied attributes, but also uncover personality characteristics neglected by contemporary self-report measures. The question remains whether open-ended self-descriptions will improve our ability to predict behavior.

C111
CONSCIOUS AND NON-CONSCIOUS GOAL PURSUIT: BEHAVING THE SAME, BUT FEELING DIFFERENT
Gabriele Oettingen[1,2], Peter Gollwitzer[1,3], Pamela Smith[1], Heidi Grant-Pillow[4], Mary Skinner[1]; [1]New York University, [2]University of Hamburg, [3]University of Konstanz, [4]New School University – Goals activated outside of awareness have similar effects on behavior as consciously activated goals (Bargh, Gollwitzer, Lee-Chai, Barndollar, & Troetschel, 2001). For example, non-conscious goals effectively guide action that extends over time and they facilitate responses to goal-relevant situational demands. The present study investigates whether conscious and non-conscious goal pursuit resemble one another in their affective consequences as much as in their behavioral consequences. Participants who engaged in an achievement task with a simulated partner were assigned to either a conscious or a non-conscious (subliminally primed) fight or flight condition or to a no-goal control condition. While assertiveness in participants' written responses to their partners comprised the behavioral measure, a questionnaire administered immediately after the interactive achievement task measured participants' affective experiences. Though participants with both conscious and non-conscious goals did not differ in their patterns of interactive behavior, they experienced different affect towards their partners. For instance, non-conscious fight goals led to the most negative affect, while conscious fight goals led to the least negative affect. Moreover, negative affect in the non-conscious (but not in the conscious) fight-goal condition strongly related to high assertiveness. These findings suggest that non-conscious goal participants have difficulties explaining and justifying their assertive behavior.

C112
ATTITUDES TOWARD NONTRADITIONAL RELATIONSHIPS AS A PREDICTOR OF BEHAVIOR TOWARD TARGET COUPLES
Kara M. Christopher, Kristine M. Kelly, Susan J. Markunas; Western Illinois University – Previous research (Christopher, 1999; Christopher & Arms, 2002) has established that individuals in nontraditional relationships (i.e. interracial, gay male and lesbian relationships) experience discrimination as couples, as well as individually, for being members of a stigmatized group. The present study was designed to assess whether attitudes would predict behavior toward nontraditional couples adopting a child. Participants were students aged 18 to 53 years (M = 25.29). After being told that the study concerned adoption of a child, they were presented with a picture of one nontraditional couple (a gay male couple, lesbian couple, or interracial couple) along with demographic information that was identical for all participants. Participants then judged the extent to which they believed the couple should be allowed to adopt the child on a scale from 1 (not at all) to 7 (definitely). They also completed the Atti-

tudes Toward Nontraditional Relationships Scale (ATNR; Christopher & Arms, 2002). Results show that participants scoring high on the Gay/Lesbian Subscale of the ATNR were more accepting of the lesbian and gay male couple adopting the child (r = .94 for lesbian couple and r = .81 for the gay male couple, p < .05). However, no relationship was found between the Interracial Subscale of the ATNR and judgments about allowing an interracial couple to adopt (r = -.19, p =.62). Thus, the ATNR appears to accurately predict behavior (albeit hypothetical behavior) toward gay and lesbian couples. However, it is less accurate in predicting behavior toward interracial couples.

C113
HYPERCRITICISM AS INDIRECT SELF-PROMOTION *Bryan Gibson; Central Michigan University* — People wishing to appear competent may self-promote (Jones & Pittman, 1982). Self-promoters, however, face difficult choices regarding how to convey competence. For example, there is a belief that talented people will let their performance speak for itself (what Jones & Pittman, 1982, term the self-promoter's dilemma). Other research has demonstrated that self-promoters are less liked than others (Carlston, & Shovar, 1983; Godfrey, Jones, & Lord, 1986; Powers & Zuroff, 1988; Schlenker & Leary, 1982). Some research has shown that self-promoters may engage in indirect forms of self-promotion. For example, they may stage a successful performance (Jones, 1990) or they may make themselves more salient in situations in which they are confident of success (Akimoto, Sanbonmatsu, & Ho, 2000). The current research explores hypercriticism as another indirect form of self-promotion. Ninety-six participants engaged in what they thought was a computer interaction with another participant. Some were given the goal to appear intelligent, others were given the goal to be liked, and a control group was given no formal interaction goal. Participants watched a brief video, and rated it along a number of dimensions. Those wishing to appear intelligent were significantly more critical of the video than those in the other two groups. In addition, there was a marginally significant trend for those given the goal to appear intelligent to rate their interaction partner as less intelligent. Results are discussed in the context of other research on self-promotion, and the sophisticated choices self-presenters are often forced to make.

C114
CROSS-CULTURAL COMPARISON OF SELF-ESTEEM LEVELS: TWO FACES OF EASTERN ASIAN'S SELF-ESTEEM *Sujin Yang, Hwajin Yang, Qi Wang; Cornell University* — We investigated whether East-Asians' low self-esteem, reported in much of the extant literature, can be enhanced by manipulations of the social comparison and language. Heine (1999) maintained that East Asians were more self-critical than North Americans and this was reflected in their low self-esteem scores. Thus, we attempted to reduce East-Asians' self-critical attitude by stressing their objective standing in comparison to others and cultural values facilitated by the questionnaire language. 120 Korean-born biculturals completed Rosenberg's (1965) self-esteem measure. Survey questions were manipulated according to the social comparison phrase ("compared to others") and the questionnaire language, Korean and English. Our assumptions were (1) that the social comparison criteria would encourage respondents to evaluate themselves more objectively, resulting in enhanced self-esteem, (2) and that the questionnaire language would activate cultural values associated with that language, resulting in different levels of self-esteem. 60 American participants served as controls for both social comparison and language effects. The results of the social comparison manipulation provided strong support for self-esteem recovery for Korean participants. Koreans' self-esteem significantly improved when social comparison was included, while Americans' showed no difference. Language did not create significant variations in self-esteem but Koreans who responded in English showed slightly higher self-esteem. We concluded that Koreans' low self-esteem could be improved by alleviating their self-critical tendency in the social

comparison condition. The questionnaire language, however, failed to significantly enhance Koreans' self-esteem. Additionally, actual-ideal self-esteem discrepancies, cultural differences, and demographic factors were discussed to account for East-Asians' multi-faceted self-esteem.

C115
WHO SEES WHAT IN CLOSE RELATIONSHIPS? ATTACHMENT AND SENSITIVITY TO DAILY RELATIONSHIP BEHAVIORS USING A QUASI-SIGNAL DETECTION PARADIGM. *Cheryl L. Carmichael[1], Shelly L. Gable[2], Harry T. Reis[1]; [1]University of Rochester, [2]University of California, Los Angeles* — This research investigated the role of attachment styles in differential enactment and detection of relationship-relevant behaviors in daily life. Recently, Gable, Reis, and Downey (in press) developed a quasi-signal detection paradigm for examining everyday marital interaction. We employed this paradigm with 72 married couples, in which each partner recorded daily for 14 days whether they had enacted various positive and negative behaviors (eg., "I told my partner I loved him today"), and whether they detected the same behavior from their partner (eg., "My partner told me he/she loved me today"). From these reports we computed hits (he agrees that she said it), false alarms (he says she told him, she says she didn't), misses (he says she didn't tell him, she says she did), and correct rejections (he agrees that she didn't say it). Attachment was measured using the Experiences in Close Relationships scale. Results indicated that wives' attachment anxiety positively predicted hits and false alarms for negative behaviors but not for positive behaviors. Wives' attachment avoidance also positively predicted hits and false alarms for negative behaviors; however, avoidance additionally negatively predicted hits for positive behaviors (all p's < .05). For husbands, attachment insecurity (both anxiety and avoidance) positively predicted hits for negative behaviors and negatively predicted hits for positive behaviors (all p's < .05) but did not predict false alarms. These findings suggest that defenses associated with attachment insecurity pervade attention to partners' actions, and are manifested in the accurate (or inaccurate) detection of everyday relationship behaviors.

C116
ATTITUDE STRENGTH-RELATED BELIEFS: DETERMINANTS AND OUTCOMES *Bonnie L. MacDougall[1], Leandre R. Fabrigar[1], Steven M. Smith[2], Naomi L. Weisenthal[3]; [1]Queen's University, [2]Saint Mary's University,[3]University of North Carolina, Chapel Hill* — This research examined how structural properties and cognitive processes at attitude formation influenced the development of attitude strength-related beliefs, and the effects of these beliefs on the impact of attitudes on judgements. Participants read about a fictitious person. They received either 6 or 18 pieces of information (amount of information manipulation), information that was either consistent or mixed in valence (consistency of information manipulation), and read the information with or without a distraction (elaboration manipulation). Participants then completed measures of attitudes, attitude strength-related beliefs, and a variety of judgements about the person. Analyses revealed that some strength-related beliefs were significantly influenced by all three independent variables (e.g., perceived certainty, perceived accessibility) whereas other beliefs were affected by only a subset of the independent variables (e.g., perceived ambivalence, perceived thought). Further analyses showed that several of the strength-related beliefs were found to moderate the impact of attitudes on subsequent judgments. In some cases, these beliefs did so as a function of their associations with structural properties of the attitude. In other cases, these beliefs exerted an influence on the magnitude of the impact of attitudes on judgments independent of their associations with structural properties of the attitude.

C117
JUDGING SOCIAL IDENTITY FROM VOICE AND PHOTOGRAPH *Ezequiel Morsella, Rainer Romero, Jan Halim, Robert E. Krauss; Columbia University* — To what extent are such dimensions of social identity as education and social class reflected in a person's voice

and appearance? Participants either heard speakers articulating a test sentence or viewed their photographs, and tried to estimate their socio-economic status (SES), level of education (LE), and region of origin (RO). The photos and voice samples had been obtained from 39 weekend strollers (19 female and 20 male) in New York City's Central Park; they ranged in age from 20-60 years and had from 12-20 years of education. For all three dimensions, participants' estimates were significantly more accurate than would be expected by chance regardless of whether they were made from voice or photograph. LE was more accurately estimated from photographs than from voice, while RO was more accurately judged from voice than from photos; estimates of SES made from voice and photograph were equally accurate. Interestingly, for SES and LE, accuracy was significantly correlated across media. That is, when SES or LE was reflected in a person's speech it also tended to be reflected in his or her appearance, and vice versa. On average, participants were more accurate judging female targets than male targets, but the differences were relatively small and not consistent across conditions. The implications of these findings for social perception and for theories of identity are discussed.

C118
THE SOCIO-CULTURAL MODEL OF EATING DISTURBANCE IN YOUNG WOMEN: THE EFFECTS OF SELF-DETERMINED MOTIVATION AND INTERPERSONAL BEHAVIOR FROM SIGNIFICANT OTHERS *Caroline Reid, Luc Pelletier, Nancy Otis, Elizabeth Sharp; University of Ottawa* — Eating related concerns have been a topic of interest for numerous researchers over the last few decades. An extensive number of studies have emerged in the hope of trying to decipher what influences people's eating habits. Several researchers have argued that society's thin ideal is responsible for the increasing number of women suffering from eating related problems. Still, an increasing number of researchers have taken an interest in and have examined the role played by one's social environment and significant others in the development of eating related problems. Research from these studies has demonstrated that modeling, conflict, and communication within the family all have an impact on disordered eating. The purpose of the current study was to assess the role of competence and autonomy support from significant others with regards to the regulation of women's eating habits. A questionnaire comprised of measures evaluating interpersonal behaviors, self-determined motivation to eat, levels of dissatisfaction with one's body and current health behaviors was administered to 310 female undergraduate students. Globally, results from structural equation modeling showed that autonomy-supportive environments predicted one's self-determination to eat healthy and to choose healthy foods over unhealthy ones. In addition, women who's significant others made them feel competent were more self-determined to eat healthy, held less beliefs about thinness, felt less dissatisfied with their bodies and made healthier food choices.

C119
COMING TO THE AID OF AWKWARD FRIENDS: SOCIALLY ANXIOUS PEOPLE APPRECIATE FRIENDS' SUPPORT IN SOCIAL LIFE *Beth Pontari; Furman University* — Socially anxious people doubt their ability to make desirable impressions on others and consequently sometimes avoid social interaction entirely. One way that socially anxious people better cope with social life is to rely on friends to initiate social interaction and help manage the impressions they make on others (Pontari, 2001). This type of social buffer may allow socially anxious people to feel safer during social interaction and as a result be more effective in social life. This study investigated how socially anxious people view this type of friend's support during an actual social interaction. It was expected that socially anxious people would report that their friend's involvement was more beneficial to them than nonsocially anxious people. Socially and nonsocially anxious participants believed they were interacting with another student via a video device. While they intro-

duced themselves to this interaction partner, all participants had a same sex friend present who was free to contribute to the participants' introduction. After participants introduced themselves, they responded to several items indicating how much their friend's involvement affected their interaction. As predicted, socially anxious participants reported that their friend's presence was more beneficial to them than nonsocially anxious participants (i.e., made the interaction better, easier, and less awkward, and helped them make a better impression on their interaction partner than they could have accomplished on their own). The findings suggest that socially anxious people view having friends present during social interaction as particularly helpful and perhaps necessary to effectively navigate social life.

C120
UNDERSTANDING ATTRIBUTES OF SOCIAL IDENTITIES AS A FUNCTION OF RACE AND GENDER *Isis H. Settles, William A. Jellison, Joan R. Poulsen; Michigan State University* — The current study examined racial and gender differences in how college students conceptualize the dimensions associated with various relational and stigmatized identities. Previous work has found that particular social identities can be categorized on the basis of perceived similarity. Categories such as relationship identities (e.g., spouse/partner) and stigmatized identities (e.g., homosexuality) have emerged. Other work finds that social identities vary on attribute dimensions such as their desirability, and whether they are achieved or ascribed. The current study sought to extend this previous work by exploring whether the attributes associated with categories of social identities vary as a function of the race and gender of the respondent. On questionnaires, participants rated several social identities on various attributes. Results indicated that men viewed non-parent-child relationships (e.g., dating partner) as more feminine and more passive than women. Participants of color viewed parent-child relationships as more desirable and less changeable than White individuals. In terms of stigmatized identities (e.g., sexual orientation), men viewed non-White racial identities as lower status and homosexuality as more undesirable than women. In addition, participants of color viewed non-heterosexual identities as less fixed and more ascribed than White participants. The ways in which factors, such as a collectivist vs. individualist self-construal, one's social position within society, and the use of stigma management, influence the perception of the social identities of others is discussed.

C121
DECISION DILEMMAS: ETHNOCENTRIC VALUES IN PROSPECT THEORY AND AMERICAN POLICY PREFERENCES *Demis Glasford, Felicia Pratto; University of Connecticut, Storrs* — A pilot study conducted in October, 2001, showed that in considering policies proposed as responses to the September 11th attacks, Americans preferred that large numbers of others (British, Afghans, Saudis, Pakistanis), rather than a small number of Americans, be killed. These preferences correlated with social dominance orientation and right-wing authoritarianism. We explored the psychology of ethnocentrism further using prospect theory. Prospect theory (Tversky & Kahneman, 1979) states that individuals' choices will follow an S-shaped value function, where choices dealing with gains are risk-averse and choices involving losses are prone to risk-taking. However, prior research on prospect theory has focused mainly on choices framed as losses or gains for oneself or for one's society. Our experiment compared whether people show the same preference for actual gains versus losses for ingroups versus outgroups. In the context of possible U.S counter-terrorism policies, Americans made choices that pitted outcomes for Americans against Afghans. Each decision pitted either a U.S. loss against an Afghan loss, or a U.S. gain against an Afghan gain. Different questions manipulated the number of lives at stake for one country (ranging from 20 to 200,000) versus a significant social resource for the other country (e.g., health care, food). Results showed ethnocentrism in two ways: Overall, American lives were more valued (versus

Afghan social resources) than Afghan lives (versus American social resources). Moreover, prospect theory's S shaped value function only held for U.S. lives; participants were indifferent to the number of Afghan lives lost or gained.

C122
IMPLICIT THEORIES OF HEALTH: THE ROLE OF IMPLICIT THEORIES OF EATING BEHAVIORS ON BODY IMAGE *Amy Canevello, Heather Patrick, C. Raymond Knee; University of Houston* — The implicit theories framework developed by Dweck and colleagues has focused on the extent to which individuals believe certain characteristics are fixed (entity) or malleable (incremental). Where individuals holding an entity theory of eating behaviors see those characteristics as fixed and highly resistant to change, incremental theorists view eating behaviors as flexible and modifiable through effort. The current research examined the role of implicit theories of eating behaviors in body image. What people believe about eating behaviors may affect body image, particularly as a function of comparisons with media images. Participants were randomly assigned to one of three conditions in which they rated (1) the models in a series of advertisements, (2) the quality of the ads in which these models appeared, or (3) the quality of ads in which no models were present. Hierarchical regressions revealed several interesting findings. Those who rated ads containing models and had an entity belief about eating behaviors experienced increased body surveillance and decreased beliefs about body control. Additionally, those who endorsed an incremental belief had lower levels of body surveillance. These results suggest that implicit theories of health may be an important predictor of body image and subsequent eating disorders. Future research should examine the role of implicit theories of eating behaviors in weight loss goals, strategies, and maintenance.

C123
SATIATION OF THE NEED TO BELONG: AFFECTIVE RESPONSES TO OVER-INCLUSION AND REJECTION *Susan Markunas, Anna Nelson, Kristine Kelly; Western Illinois University* — The Need to Belong has been defined as an innate human motivation to seek out and maintain relationships with other people (Baumeister & Leary, 1995). Numerous studies have shown that when this need is not satisfied people experience distress. However, few studies have examined the consequences of over-satisfying the need to belong once it has been satiated; therefore this was the purpose of the present study. Forty-nine subjects read a scenario in which they imagined applying to five different clubs. The subjects were randomly assigned to one of four conditions: accepted by all clubs (over-inclusion), accepted by two clubs (slight over-inclusion), accepted by one club (inclusion), or rejected by all clubs (rejection). The subjects in the over-included groups were asked to choose which membership to accept and which one(s) to reject. All participants subsequently completed the Brief Mood Introspection Scale, (Mayer & Gaschke, 1988) which measured eight different moods (happy, loving, calm, energetic, fear/anxiety, angry, tired, and sad). Results revealed that the inclusion groups differed significantly from the rejection group for six of the eight moods, (p's < .006), but there were no significant differences among the three inclusion groups. These results indicate that rejection was a more distressing experience than inclusion overall. However, although not quite attaining statistical significance, individuals who were over-included reported happiness yet more fatigue than those who were only slightly over-included or included. Thus, the experience of feeling over-included may not be perceived in a completely positive way.

C124
SENSITIVITY TO REJECTION BY GROUPS (RS-G) AS A PREDICTOR OF POLITICAL BEHAVIOR *Rainer Romero-Canyas, Geraldine Downey; Columbia University* — This study looks at the effect of sensitivity to rejection by one's group or community (RS-G) on political attitudes and behaviors. This sensitivity is thought to develop as result of rejection, which in the political arena can involve having lower power rel-ative to the rest of the community. Hence, politically rejected individuals should have higher RS-G. Because of their concerns with status and acceptance, these high RS-G individuals should be more likely to forego their allegiance to leadership figures when the political standing of these leaders is diminished. That is, the political allegiances of high RS-G people should fluctuate as a function of the perceived political standing of leaders. To test these hypotheses, a study was conducted in Venezuela, which is currently experiencing rapid political changes and shifting loyalties. Participants were 250 university students. Consistent with expectations, participants' current perception of how much power they had received from past governments predicts levels of RS-G, which in turn predict support for the current President, whose popularity has decreased sharply over the last year. We also found that among those who had voted for the President in the most recent elections, high RS-G individuals are significantly less supportive of the once popular leader than are low RS-G individuals. Future studies, and the implications of these findings for research on RS and the psychology of political behavior are discussed.

D1

COGNITIVE MECHANISMS OF THE PERCEIVED SUPERIORITY EFFECT *Shevaun Stocker; University of North Carolina, Chapel Hill* — Beliefs about the self tend to be excessively positive. A similar phenomenon appears to exist for beliefs about close relationships. The phenomenon of perceived superiority – the belief that one's relationship is better than and not as bad as others' relationships - has been found to reliably exist and to be functional in ongoing relationships (see Murray & Holmes, 1993; Rusbult, Verette, Whitney, Slovik, & Lipkus, 1991). However, the mechanisms underlying the phenomenon have not been identified. An exploratory study was conducted to examine the role of mental simulation in producing perceived superiority. The present research was concerned in particular with one form of mental simulation, counterfactual thinking – that is, thinking about how an event or an entity might have been other than it was in fact. It was anticipated that own-relationship enhancing counterfactuals would yield greater perceived superiority (thoughts about how one's relationship could have been worse), as would other-relationships denigrating counterfactuals (thoughts about how others' relationships could have been better). In a 2x2 design, participants listed ways in which their own vs. others' relationships could have been better than vs. worse than they were in fact. Participants then completed a perceived superiority index and answered questions regarding satisfaction with and commitment to their relationships. Means for all three measures were in the expected directions, with own-relationship enhancing counterfactuals – as well as other-relationships denigrating counterfactuals – yielding greater perceived superiority, satisfaction, and commitment.

D2

THREATS TO NEW FRIENDSHIPS: FEELINGS OF SUPPORT AND THOUGHTS ABOUT THE SELF DEPEND ON THE AMBIGUITY OF RELATIONAL DEVALUATION *Kimberly O'Farrell; Tulane University* — Relational devaluation is an unexpected decrease in how close, important, or valued a relationship partner appears to consider the self. The relative impact of ambiguous and unambiguous relationally devaluing stimuli on feelings of hurt and automatic self-relevant thoughts was tested with a 2 (Partner Perception Feedback) X 2 (Overheard Comment) factorial design in which 83 females developed closeness with a female confederate. A nonspecific comment about a questionnaire error following positive partner feedback served as the manipulation of ambiguous relational devaluation. Negative partner feedback followed by an unrelated comment served as unambiguous relational devaluation. It was expected that any type of relational devaluation would result in hurt feelings (theory of hurt feelings: Leary & Springer, 2001) and that self-relevant thoughts would be most negative when unambiguous relational devaluation was unexplained by the overheard (unrelated) comment. Unexpectedly, ANOVAs and a profile analysis revealed that ambiguous relational devaluation negatively affected self-relevant thoughts, and that hurt feelings were unaffected by either type of relational devaluation. Also, unambiguous relational devaluation diminished feelings of support, but ambiguous relational devaluation did not. In the case of new friends, doubt about the relationship may be more impactful to the self than inevitable dissolution: only in response to ambiguous relational devaluation do we involve thoughts of our "selves."

D3

CAN CAUSAL INFORMATION ABOUT COUNTERSTEREOTYPIC GROUP MEMBERS REDUCE SUBTYPING?: A THEORY OF STEREOTYPE CHANGE *Carolyn Weisz[1], Kathryn C. Oleson[2], Jonathan E. Cook[3]; [1]University of Puget Sound, [2]Reed College, [3]University of Oregon* — Stereotypes persist in part because people view counterstereotypic group members as exceptions. Thinking about causes of counterstereotypicality, however, may lead perceivers to revise their theories about factors influencing the larger group, thus weakening stereotypes. We test whether certain explanations for counterstereotypic information increase generalization from a counterstereotypic member to the overall group. In an initial study, participants read about an extroverted Asian-American woman. Those who read an explanation for her characteristics later rated Asian Americans as less introverted than those who did not read the explanation. This study attempted to replicate and extend these initial findings.Undergraduates (N = 108) rated their perceptions of Asian Americans. Two groups first read about an extroverted Asian-American woman and rated her individual characteristics. Half of these also read that the woman's parents encouraged her to be assertive to help her succeed. The three groups did not differ in how introverted they rated Asian Americans generally. However, across both studies ratings of the woman's and the group's introversion were negatively correlated in the no-explanation but not the explanation condition. The negative correlation suggests subtyping; no-explanation perceivers who saw the target as more deviant reported stronger stereotypes. In contrast, explanation participants did not show this pattern, possibly because stereotype change is not driven by target's level of deviance. Although our findings failed to replicate the initial study, it is important to continue developing and testing theories predicting when counterstereotypic information leads to subtyping versus generalization -- however fragile the conditions of generalization might be.

D4

TASK DIFFICULTY AND CEREBRAL HEMISPHERIC ASYMMETRIES IN SOCIAL PERCEPTION *Colby J. Stoever, Shelley Aikman-Eckenrode, Stephen L. Crites, Jr., Michael A. Zárate; University of Texas, El Paso* — It is theorized that the left cerebral hemisphere is more efficient at processing group level information while the right cerebral hemisphere is more efficient at processing person based information (Zárate, Sanders, & Garza, 2000). The model predicts that in a person categorization situation, the right hemisphere should be better and more impervious to task difficulty manipulation. In a gender categorization, the left hemisphere should be better and more impervious to task difficulty manipulations. To test that hypothesis, participants were presented with a prime photo of an individual with a full-facial pose for 180ms. Participants were then presented with target photo of the same individual as before or another individual in a full-facial prose or partial-facial pose to either the left or right visual-field for 170ms. The pose change should make the task more difficult. Theoretically, items presented to the right or left visual field are processed first by the contralateral hemisphere. Participants were asked to decide if the target photo matched the prime photo on a person identification task or gender categorization task. Analyses of the RTs supported the above predictions. ERP recordings of the associated responses will also be reported. Results are discussed for their relation to models of social perception, stereotyping, and prejudice, and the neuropsychology of social perception

D5

EFFECTS OF STATUS PRIMING ON SOCIAL DOMINANCE ORIENTATION AND IDEAL MATE PREFERENCES *Sarah A. Lust, Kristie L. Civardi, Chandra Y. Osborn, Blair T. Johnson; University of Connecticut* — Although priming robustly influences later judgments often outside of conscious awareness (Sedikides & Skowronski, 1997), it is less well known whether priming can influence general values such as social dominance orientation (SDO) and ideal mate preferences. Participants (n=63 females and 25 males) were primed using a scrambled-sentence task (Bargh, Chen, & Burrows, 1996) in which one of three conditions appeared (equality, status, and neutral) followed by measures of ideal mate preferences (attractiveness and status) and SDO. Although priming had no impact on mate preferences, for both genders status-prime participants scored higher on SDO (d=0.47) than those receiving equality or neutral primes, which did not differ from each other suggesting that equality is normative in this relatively low-SDO population. Similar to prior research (Pratto & Hegarty, 2000), males scored higher than

females on SDO and had lower desire for mates with high status; this gender effect remained when the positive effect of SDO was controlled. Males desired attractiveness in an ideal mate more than females, replicating past work (e.g., Buss, 1989). However, this effect disappeared when the positive relation of SDO was controlled, extending Pratto and Hegarty's findings. Gender and SDO did not interact on these ideal mate judgments, in contrast to Pratto and Hegarty's (2000) findings. Participants also rank ordered 18 dimensions of an ideal mate; SDO again positively related to desirability of attractiveness but not status. The fact that priming impacted SDO but not mate preferences suggests that the latter dimension is more durable than the former.

D6
THE ROUTE OF VOCAL CUES TO GENDER STEREOTYPING *Sei Jin Ko, Charles Judd, Irene Blair; University of Colorado, Boulder* — Stereotyping research has generally relied on visual perceptions of others. What has not been explored as extensively is how vocal cues may also be used as a basis for gender stereotyping. 47 female voices were rated on femininity, pleasantness, and babyishness with high reliability. Then, participants read 8 self-descriptions, which were stereotypically female negative and positive, and stereotypically male negative and positive, each of which had been supposedly written by one of the females whose voices had been recorded. The participants' task was to indicate the probability that each voice was in fact the person who wrote each of the self-descriptions. Even when controlling for pleasantness and babyishness, more feminine the voice, the more it is associated with stereotypically female rather than stereotypically male self-descriptions and especially with female negative self-descriptions. We then went through the same procedures with male voices. The pattern of results for male voices was similar but not identical to the female voices, implying that gender category moderates the effect of femininity on stereotyping. Objective characteristics of the voices, such as the pitch, variability of the pitch, formant dispersion (resonance) were also measured and correlated with the femininity, pleasantness, and babyishness ratings. Again, gender category seemed to be a moderator such that pitch is an important cue to the femininity of female voices whereas formant dispersion is the more important cue to the femininity of male voices. Findings as a whole suggest that vocal cues are related to stereotyping.

D7
HELPING THE IN FACE OF REJECTION: SOCIAL EXCLUSION HAMPERS PROSOCIAL ACTS *Natalie Ciarocco[1], Brandon Schmeichel[1], Jean Twenge[2], Roy Baumeister[1]; [1]Case Western Reserve University, [2]San Diego State University* — The aim of this study was to investigate how prosocial behavior changes among people who are excluded from a group. People may help others because they are part of a group, and as such want to aid the members of their group. Being rejected or excluded from the group may weaken interest in helping others and diminish prosocial behaviors. Therefore, the prediction was made, and confirmed, that social exclusion would decrease prosocial behaviors. Participants' perception of social inclusion verses social exclusion was manipulated using bogus feedback about their future relationships based on a personality test. People in the social exclusion group were told they were likely to end up alone later in life. Prosocial behavior was then assessed with the staging of a mishap. The experimenter accidentally knocked over a cup of pencils and noted the number of pencils picked up by the participant. The relationship between type of feedback and the amount of helping was assessed with an analysis of variance. Consistent with predictions, planned comparisons revealed that socially excluded participants were less likely to help with the mishap than participants in the three control conditions. Mood and self-esteem did not mediate findings. In the face of rejection, people are less likely to help. It is possible that social exclusion leads people to the pursuit of their own self-interests and reduces their willingness to sacrifice their own benefit for the sake of others.

D8
RELATIONAL INTERDEPENDENCE AND THE PROVISION OF SOCIAL SUPPORT IN ADULT ROMANTIC RELATIONSHIPS *AnaMarie Guichard, Maire Ford, Nancy Collins; University of California, Santa Barbara* — Research has demonstrated that the availability and provision of social support is a critical factor in maintaining good health and well-being. Romantic relationships are one important source of social support. However, much of the literature on social support has focused on the support recipient and little is known about the support provider's motivations for providing responsive support. Therefore, the purpose of this study is to explore the support provider's motivations for helping a romantic partner. Specifically, the current study examined the role of relational interdependence as a key factor in the provision of effective social support. Additionally, this study investigated the support provider's cognitive and emotional responses to his or her partner's distress. Romantic couples (N = 84) participated in a two-part investigation of the relationship between interdependence and effective social support. In the first session, couple members completed questionnaires assessing several measures of relational interdependence. In the second session, support behaviors were observed after exposing one member of the couple to a stressful speech task and then, experimentally manipulating the support provider's perception that his or her partner needed support. Results revealed that, across a variety of caregiving behaviors, partners who were higher in relational interdependence provided more social support in response to their partner's level of need. Furthermore, results indicated that both empathy and cognitive preoccupation partially mediated the relationship between interdependence and social support. Thus it appears that relational interdependence does play a critical factor in the provision of responsive social support in romantic relationships.

D9
SEEING ONESELF AS PART OF THE CRIMINAL COMMUNITY: SELF-COMMUNITY OVERLAP AND THE MORAL EMOTIONS OF INCARCERATED OFFENDERS *Debra Mashek, Patrick Meyer, Lisa Cannaday, June Tangney; George Mason University, Fairfax* — Using data collected from inmates at a county jail (N = 23; N of 300 expected by 02/03), we assessed the relationships between seeing oneself as part of the criminal community, seeing oneself as part of the non-criminal community, and moral emotions. Using a modified version of Aron, Aron, and Smollan's (1991) Inclusion of Other in Self Scale, respondents indicated their perceived degree of overlap with both the criminal and non-criminal communities. Guilt, behavioral avoidance of detection, and shame were assessed using Hanson and Tangney's (1995) Test of Self Conscious Affect for Socially Deviant populations. Behavioral avoidance of detection was positively correlated with perceived inclusion in the criminal community (r = .49) and negatively correlated with perceived inclusion in the non-criminal community (r = -.19). This finding suggests that individuals who feel connected to the criminal community are more likely to hide their behaviors. Shame was negatively correlated with perceived inclusion in the criminal community (r = -.13) and positively correlated with perceived inclusion in the non-criminal community (r = .40). Individuals who feel more connected with the community may value the community's perception of them a great deal. If they value the community's opinion, and if they believe the community's opinion of them is negative, then they may feel more shameful about themselves. Interestingly, guilt was not correlated with overlap for either community. Implications of these findings in the context of our longitudinal research program of criminal recidivism are discussed.

D10

NO HATE AT PENN STATE: DETERMINATION OF JUSTICE AND ITS IMPACT ON STUDENT RESPONSES TO CAMPUS HATE CRIME *Robyn Mallett[1], Jeff Huntsinger[2], Janet Swim[1]; [1]Pennsylvania State University, University Park, [2]University of Virginia, Charlottesville* — Research on attitudes toward race-based social policy has traditionally considered the predictive value of belief systems (e.g., social dominance orientation (SDO), racism, political conservatism). Recently, research has begun to focus attention on the influence of individual's concerns for social justice. We investigate the added benefit of considering how one determines social justice for understanding reactions to race-based social policies. We propose that construals of what is fair and just mediate the relationship between belief systems, such as SDO, and reactions to social policies. That is, SDO should be related to assessments of justice, including perceived responsibility for and justifiability of the inequity. These judgments of justice should then predict reactions to efforts designed to reduce injustice. Empirical support for this hypothesis is presented from a study that considers the role of SDO, racism, political conservatism, and judgments of social justice in predicting students' attitudinal and behavioral responses to race-based university policies implemented to reduce campus racism. Unlike previous investigations, which have focused on government policies, the evidence we report is based on student responses to university policies designed to make up for specific hate crimes that occurred on campus. These events and student responses represent highly emotional and personally relevant events. We find that social justice beliefs are better able to explain the relationship between SDO and student responses than are legitimizing myths in the form of racist beliefs and political conservatism. Implications for work on reactions to race-based policies and collective action are discussed.

D11

THE GLOBAL MOTIVATION SCALE: ITS VALIDITY AND USEFULNESS IN PREDICTING SUCCESS AND FAILURE AT SELF-REGULATION *Elizabeth Sharp[1], Luc G. Pelletier[1], Céline Blanchard[1], Chantal Séguin-Lévesque[2]; [1]University of Ottawa, [2]University of Rochester* — The purpose of the present research was to examine the psychometric properties of the Global Motivation Scale (GMS) and its usefulness in predicting success and failure at self-regulation. The scale is designed to measure different forms of individuals' enduring regulatory orientations: intrinsic motivation, extrinsic motivation by integrated, identified, introjected and external regulation, and amotivation. Results of Study 1 (n=241) supported the six-factor structure of the scale and revealed satisfactory levels of internal consistency (all > .73). Correlations among the subscales and other constructs (attachment styles, subjective vitality, needs fulfillment and General Causality Orientations) presented a simplex pattern that provides support for the self-determination continuum and the construct validity of the scale. Study 2 confirmed the invariance of the scale's measurement model across American (n= 270) and Canadian (n= 334) samples. Results of Study 3 (n=56) revealed acceptable temporal reliability (.72) over a six-week period. Study 4 (n=200) showed that global self-determination predicted self-reported success at a wide range of behaviors such as controlling one's emotions, exercising and studying. Finally, in Study 5 (n=80), self-determined participants reported less depletion following an ego-depletion manipulation than did their nonself-determined counterparts. In turn, depletion levels were negatively related to participation in a subsequent task for nonself-determined participants, but not for self-determined participants, for whom participation was related to intrinsic enjoyment of that task. The Global Motivation Scale is thus useful not only for examining enduring differences in individuals' motivational orientations, but also permits a better understanding of success and failure at self-regulation.

D12

GROUP, ACTIVIST, AND POLITICIZED COLLECTIVE IDENTIFICATION: EXPLORING MULTIPLE PATHWAYS TO COLLECTIVE ACTION *Linda R. Tropp, Amy C. Brown, Frances E. Frey; Boston College* — Recent research has emphasized the importance of group identification for understanding how and why individuals come to participate in collective action (see Kelly & Kelly, 1994; Simon et al., 1998; Wright & Tropp, 2002). Several forms of identification have been proposed as relevant to collective action, including identification with one's social group (Kelly & Kelly, 1994), identification as an activist (Kelly & Breinlinger, 1996), and identification with a politicized collective identity (Simon & Klandermans, 2001), where the identification is based on one's awareness of group disadvantage and involvement in the political process (see also Duncan, 1999). The present research explores how these various forms of identification contribute to the prediction of collective action, using survey responses from 161 women. We proposed that identification with the social group (women) and as an activist would indirectly predict collective action through a politicized collective identity (feminist), which would then directly predict collective action. In line with predictions, results suggest that both gender identification and activist identification contribute to feminist identification, which in turn predicts both interest and involvement in collective action. Furthermore, while only indirect effects were observed for gender identification, other results suggest that both activist and feminist identification directly and uniquely predict interest and involvement in collective action. Subsequent analyses examined a range of psychological factors that contribute to each of these forms of identification. Together, results from this study suggest that there may be multiple pathways by which individuals can become involved in collective action.

D13

MEMORY MONITORING AND CONTROL OF STEREOTYPE DISTORTION *B. Keith Payne[1], Larry L. Jacoby[2], Alan J. Lambert[2]; [1]Ohio State University, [2]Washington University* — Two experiments studied the role of subjective experience in regulating stereotype-based memory distortions. Study 1 found that stereotype consistent memory errors were explained by implicit bias rather than recollection (using a process dissociation procedure). Subjective confidence was strongly related to recollection, but not to implicit bias. Because subjective experience serves as a guide in controlling behavior, we expected participants to control failures of recollection when allowed to volunteer or withhold responses. But because stereotype bias was unrelated to conscious experience we expected no reduction in stereotype distortions. Study 2 supported these predictions. When allowed to withhold responses, participants improved overall accuracy but could not avoid stereotype distortions. Results demonstrate the ways that conscious experience affords strategic control over some aspects of behavior, and how unconscious processes circumvent those control strategies.

D14

WHEN A MAN LOSES THE JOB TO A WOMAN--AND VISA-VERSA: DIFFERENTIAL ATTRIBUTIONS IN AN INTERGROUP CONTEXT *Anne O'Dwyer[1], Inga Carbone[2], Norman Berkowitz[2]; [1]Simon's Rock College of Bard, [2]Boston College* — This study examined effects of winning and losing on attributions of bias in a context of intergroup competition, differentiating between two types of intergroup bias: stereotyping and ingroup favoritism. Male and female participants (N=95) read a job-interview competition scenario involving two applicants (male and female) and an interviewer. The interviewer's sex always matched the successful applicant's sex (e.g., a male interviewer hired the male applicant). Applicants also vied for either a "female" job (i.e., requiring traditionally feminine skills) or a "male" job. Analyses involved 2x2x2x2 ANOVAs, with three between-subject variables (winner/interviewer-sex, job-sex, and participant-sex) and one nested variable, attribution-type (stereotyping and ingroup-favoritism). Dependent variables included

129

participants' own attributions and expectations of the attributions of winning and losing candidates. The finding are that participants attributed male and female interviewers' job-type consistent decisions to stereotyping, although only the female interviewer's choice of a woman (for either job-type) to ingroup favoritism. Males tended to see the least amount of intergroup favoritism by the male interviewer for the male-type job. Participants also believed the losing female would attribute her loss to the male interviewer's stereotypes and ingroup favoritism, but expected the losing male to attribute his loss more to the female interviewer's ingroup favoritism rather than stereotyping. Finally, male and female participants expected the winning male to attribute less bias (of both types) to the male interviewer, and the winning female to attribute her success to the female interviewer's bias. Results suggest observers perceive different types of bias, depending on various intergroup conditions.

D15

IS SHAME BAD IN JAPAN? *Emi Furukawa, June Tangney; George Mason University, Fairfax* — Research in cross-cultural psychology suggests that cultures vary in the construction of the self (Murkus & Kitayama, 1998). The differences in independent vs. interdependent selves may have implications for the nature and functions of moral emotions such as shame and guilt. Recent research in the U.S. has shown that proneness to the feelings of shame, involving negative attributions to the entire self, is often maladaptive, correlating with anger, depression, and self-destructive behaviors (Tangney, 1994). On the other hand, since guilt focuses on behaviors, it allows a person to adaptively reflect and regret over what was done and to correct one's behaviors in the future (Tangney, 1994). However, there is some question regarding the adaptive vs. maladaptive significance of shame and guilt in non-Western cultures. We expected that in Japan, feeling shame might not be as painful as it is for people in the U.S. Since self-criticism is highly valued in Japan (Doi, 1992), shame might even be considered as healthy and desirable. Data from 141 Japanese children (3rd & 4th grade) were compared to data previously gathered from 118 U.S. children (3rd & 4th grade). Overall, Japanese children scored significantly higher than U.S. children on Shame, and lower on Alpha Pride. Surprisingly, the results also suggested that shame is related to externalization of blame and anger in both cultures, indicating that shame might in fact lead to negative consequences in Japanese culture.

D16

WHAT UNDERLIES THE FRAMING EFFECT?: EXAMINING HOW PEOPLE PROCESS FRAMED INFORMATION *Emily Stark, Loran Nordgren, Andrew Hertel, Austin Baldwin, Alexander Rothman; University of Minnesota, Twin Cities* — Although the principle that people are risk-averse when making decisions involving potential gains but risk-seeking when considering potential losses has been supported, the processes underlying this framing effect are not well-understood. In the present study, we examined the implications of the premise that people approach decisions from a risk-averse perspective. Specifically, we predicted that people would read information and deliberate about a decision faster when it involves gains as opposed to losses. In addition, we examined whether people are faster reviewing options representing certain and uncertain outcomes when presented with the certain outcome option first. Participants received a computerized version of the disease problem (Tversky & Kahneman, 1981) designed to measure the speed with which people viewed components of the problem and made their decision. Participants read a gain- or loss-framed problem in which the order that the certain and uncertain options were presented was manipulated. After viewing both options, participants had the opportunity to review them. Participants' preferences revealed that they were risk-averse in the gain frame (58.9% chose the certain option) and risk-seeking in the loss frame (85.7% chose the uncertain option). Consistent with predictions, participants spent significantly less time initially viewing the choice options in the gain frame than in the loss frame, and those choosing to review

options similarly spent less time reviewing in the gain frame. Time to make a decision revealed a similar, albeit nonsignificant, trend. Similarly, people spent less time viewing and reviewing the options when they saw the certain option first.

D17

USING ROLE MODELS TO HARNESS MOTIVATION TO ENGAGE IN ADDITIVE AND SUBTRACTIVE BEHAVIOR CHANGES *Penelope Lockwood, Keren Fyman, Sarah Tuck; University of Toronto* — Sometimes, individuals seek encouragement from the example set by a positive role model, a successful other who illustrates the excellence that they hope to achieve in the future; at other times, individuals try to motivate themselves by focusing on the example set by a negative role model, an unsuccessful other who illustrates the problems that they must try to avoid in the future. Individuals' preferences for positive and negative role models may depend on whether they are trying to motivate themselves to adopt a potentially beneficial activity, an additive behavior, or to abstain from a potentially deleterious activity, a subtractive behavior. In three studies, we examined role model preferences among individuals contemplating additive and subtractive behavior changes. Individuals considering additive behaviors, such as spending more time studying at the library, were more likely to select positive models. Individuals considering subtractive behaviors, such as cutting back on activities that interfere with schoolwork, were more likely to select negative models. In addition, we examined the impact of participants' regulatory focus on role model preferences. In Studies 1 and 2, we measured promotion and prevention focus directly. In Study 3, we conducted a conceptual replication of Studies 1 and 2 using participants from cultures that emphasize either promotion or prevention concerns. In all studies, individuals with dominant promotion goals tended to prefer positive role models, particularly when contemplating additive behaviors; individuals with dominant prevention goals tended to prefer negative role models, particularly when contemplating subtractive behaviors.

D18

NONCONSCIOUS SELF-REGULATION AND THE LIMITED RESOURCE MODEL *Kathleen Vohs; University of Utah* — Self-regulation is known to be driven by both conscious and nonconscious processes. A recent model of self-regulation posits that self-regulatory abilities are governed by a global, but limited, resource that is temporarily depleted with use. Because empirical tests have concentrated on conscious self-regulation, the applicability of the limited-resource model to nonconscious acts of self-regulation is unknown. Two studies tested whether nonconscious self-regulation patterns conform to a limited-resource model. In both studies, approach- and avoidance-related goals were primed, as self-regulation theorists have postulated that avoidance goals require more self-regulation to achieve relative to approach goals. In Study 1, participants engaged in arm flexion or extension movements to prime approach- or avoidance-related constructs. Subsequently, persistence on an unsolvable cognitive task was measured. In Study 2, participants performed flexion or extension movements. Subsequently, participants' passivity was measured using an active-quit task (i.e., time spent watching a blue video screen before getting up to alert the experimenter) and, in a second task, persistence on an unsolvable task was again measured. The results of both studies showed that, relative to approach-primed participants, avoidance-primed participants (a) persisted less and (b) showed more passivity. These findings are consistent with the hypothesis that nonconsciously-activated goals are governed by limited resources, given that some forms of nonconscious goal pursuit appear to require more resources than do others. Moreover, these studies provide empirical evidence that avoidance-related goals require greater self-regulation than approach-related goals and are more depleting of regulatory resources.

D19

'NOTHING VENTURED, SOMETHING GAINED': THE ROLE OF EFFORT IN UPWARD ASSIMILATIVE COMPARISONS *Rebecca T. Pinkus, Penelope Lockwood; University of Toronto* — This study investigated the extent to which inspiration by positive role models requires cognitive effort. Previous research indicates that upward contrastive comparisons occur automatically: Individuals are negatively affected when they learn that another person has outperformed them, especially when they are under cognitive load (Gilbert, Giesler & Morris, 1995). Recent research suggests that when the target is a role model with attainable achievements, however, the impact of the comparison on the self is positive (e.g., Lockwood & Kunda, 1997). In the present research, we examined whether these upward assimilative comparisons also occur automatically. Participants read about a role model while under cognitive load or not. Next, they completed measures of self-perceptions, motivation, and self-efficacy. Control participants completed the measures without reading about a role model. Participants who read about the role model had higher self-perceptions, motivation, and self-efficacy than controls, regardless of whether they were under cognitive load. These findings suggest that the assimilative comparison to the role model occurred automatically. Furthermore, among participants who read about the role model, those under cognitive load tended to have higher motivation and self-efficacy than did those not under load. They also viewed the role model's achievements as less unattainable. It is possible that participants under load had fewer resources available to consider the obstacles between themselves and the role model's success, and so were more likely to be positively affected by the role model. Thus, individuals with limited cognitive resources may find role models to be especially inspiring.

D20

NONCONSCIOUS GOAL MIMICRY: EXPLORING A PERCEPTION-GOAL LINK *Clara Michelle Cheng, Valerie E. Jefferis, Tanya L. Chartrand; Ohio State University, Columbus* — Perception can automatically influence behavior in various ways (see Dijksterhuis & Bargh, 2001). Perceiving another person's mannerisms and emotions leads to mimicry of those mannerisms and emotions. Perceiving another person can also activate traits and stereotypes, which then lead to trait or stereotype-consistent behavior on the part of the perceiver. The current research sought to examine an unexplored, additional route from perception to behavior: the nonconscious tendency to take on the goals of others. We reasoned that the perception of a person with a particular goal could automatically activate that goal and relevant goal-pursuit behaviors for the perceiver. In Study 1, participants read a story about a target person who had a goal to accept or resist a persuasion attempt. Half of the participants were passively primed with the goal by the target's goal-related thoughts and behaviors. As a control, the other half were explicitly told to adopt the goal of the target. Participants were then shown an advertisement, and the extent to which they accepted or resisted it was measured. Participants passively exposed to the target's acceptance or resistance goal nonconsciously mimicked that goal. This was not moderated by the goals' desirability (i.e., whether they wanted to be persuaded or not), as it was in the explicit-goal control condition. Study 2 demonstrated that participants nonconsciously adopted an achievement goal displayed by an experimenter. Importantly, participants' achievement behavior was found to be stronger after a 5-min delay, indicating that they were engaging in goal pursuit, and not just trait-consistent behavior.

D21

ARE DIAMONDS REALLY A GIRL'S BEST FRIEND? SOME GENDER DIFFERENCES IN CONSPICUOUS CONSUMPTION *Jeffrey Kinderdietz, Jill Sundie, Rosanna Guadagno; Arizona State University* — Conspicuous consumption, from an evolutionary perspective, may be a means of advertising one's wealth to attract potential mates. Evolutionary research has shown that physical attractiveness, youth and fertility cues differentially enhance the desirability of women, and that status and economic resources differentially enhance the desirability of men (e.g., Buss, 1989; Kenrick & Keefe, 1992). We expected men to conspicuously consume more items reflecting skill and power, and women to consume more items designed to enhance physical attractiveness. Participants from two undergraduate psychology courses (57 males, 114 females) thought of a time they had engaged in conspicuous consumption and reported what they had purchased, and whom they were trying to impress. Participants also reported a time they had witnessed someone else's conspicuous consumption, the person's sex and what they purchased, and whom they thought the person was trying to impress. When asked to recall someone else's conspicuous consumption, 84% of men and 61% of women recalled a man. The rank order of spending categories for self-reported conspicuous consumption was similar for both sexes. However, the consumption percentages by category were notably different for each sex: the most commonly reported conspicuous item was clothing (men 21%, women 32%), the second, buying dinner or drinks for others (men 20%, women 11%). Consistent with our expectations, men reported buying more car accessories, electronics and sporting equipment. Women reported more spending on gifts for others, cosmetics and clothing accessories.

D22

EXPERIENCED UNCERTAINTY IN MORALLY DIFFICULT DECISIONS *Jason Riis, Norbert Schwarz; University of Michigan* — Order effects for the preference for a status quo option in ethical decision making were investigated. In several experiments, decision makers were more likely to select the status quo option when a difficult ethical decision task was preceded by another difficult ethical decision task than when it was presented first. This order effect was observed when both decision tasks required participants to indicate which of two actions they would take, and when the tasks simply required subjects to indicate which action was morally appropriate. The latter result is taken as evidence that the effect is not due to an increased feeling of responsibility. Such feelings would be less likely to arise when the participants merely offered judgments of moral appropriateness, rather than actually choosing a course of action. The order effect was not observed when the preceding task was not difficult, but it was observed both when the preceding task presented a difficult choice between a status quo option and an alternative, and when the preceding task presented a difficult choice between two options, neither of which was the status quo. Together, these results suggest that in the domain of ethical decision making, the experience of uncertainty in making a preliminary decision can make a person more inclined to stick with a safer status quo option on a subsequent decision.

D23

PAPER OR PLASTIC: DO PAPER AND PENCIL VERSUS ELECTRONIC DIARIES PRODUCE DIFFERENT RESULTS? *Amie S. Green, Eshkol Rafaeli, Paul Eastwick, Patrick Shrout, Niall Bolger; New York University* — Diary methods have become increasingly popular among social psychologists over the last decade. The predominant mode of diary data collection has been paper and pencil, however, limitations of these designs, such as difficulty assessing compliance and the increased burden of data entry and handling, have prompted researchers to explore new technologies for collecting diary data. Before these new technologies replace the old ones, it is essential to determine if altering the method of data collection alters the content of those data. In a study designed to investigate social support in the lives of committed couples, participants completed diaries each night for two or four weeks. For each couple, half of the diary days involved the use of paper and pencil reporting and half involved electronic reporting using personal digital assistants. We compared the means, standard deviations, and within-person correlations of daily reports of mood, intimacy, and troubles/tensions encountered, across both modes of data collection. Additionally, we compared actual

versus reported compliance using time-stamping on the electronic diaries. Analyses revealed that these different modes of data collection yielded information that did not differ in any consistent way. Furthermore, in contrast to critics who report low compliance in diary designs, we were able to demonstrate high compliance among participants (87-90% for electronic diaries). The comparability of results is reassuring for those who have used or are using paper and pencil methods, but the reduced burden of data entry and handling encourage the use of electronic data gathering in future research.

D24

PARENTAL EMPOWERMENT AS A MEANS OF FOSTERING CHILD RESILIENCE: AN EVOLUTIONARY PERSPECTIVE *David Beaulieu, Daphne Bugental; University of California, Santa Barbara* — Predictions were made from parental investment theory to account for the health benefits accrued by infants as a result of a community intervention with at-risk families. Parental investment theory maintains that parents invest differentially in their offspring as a combined function of (1) child risk, and (2) parental resources. That is, parents with low resources invest more in their low-risk than their high-risk offspring whereas parents with high resources invest more in their high-risk than their low-risk offspring. The theory suggests that if parents have high resources, they can "afford" to invest in a high-risk child without loss to their other children. In the present study, we predicted that parents would show enhanced investment in their medically at-risk infants if they participated in an "empowerment" home visitation program designed to increase their problem-solving resources. Among families in two control conditions, it was expected that greater parental investment would be found for medically low-risk than high-risk infants. Among families in the empowerment condition, it was expected that at-risk children would show levels of health equivalent to those of low-risk children; however, among families in the control conditions, high-risk children were expected to show poorer health than were low-risk children. Predictions for parental investment and child health were supported and results suggest that medically at-risk children may experience polarized outcomes based upon the problem-solving resources of their parents. Such resources may, in turn, be acquired on the basis of home visitation programs that foster parents' ability to view problems as solvable challenges.

D25

SOCIALLY SITUATED TRAITS: THE ROLE OF GROUP MEMBERSHIP *Michele Banner[1], Traci Craig[2], Daniel A. Miller[1], Eliot R. Smith[1]; [1]Purdue University, [2]University of Idaho* — A classic finding is that traits are automatically categorized by valence; additional research shows that they are also approached/avoided accordingly (Chen & Bargh, 1999). Peeters (1983) included the evaluator's perspective in trait classification; further work by Wentura, Rothermund, and Bak (2000) differentiated between other-relevant (OR) and possessor-relevant (PR) traits. Trait categorization has only been examined in an individual context; we extend this work to social settings. In an ingroup-outgroup context, participants interacted in one of two triads believing the triads would later compete. Photographs of all participants provided social stimuli (self, ingroup, outgroup) in a trait-categorization (positive/negative) task. It was expected that photographs of the self paired with PR traits would produce faster responses than self-OR pairings, and that paired with OR traits, outgroup members would induce faster responses than the self or ingroup members. Instead, results indicated a strong trend for faster responses to OR traits paired with the self than when paired with ingroup or outgroup members. A significant interaction of target X valence revealed particularly fast responses when the self was paired with positive traits as compared to other target-valence pairings. This research is exploratory and will foster better understanding of how individuals view real people with whom they have interacted, in comparison to the "hypothetical others" of standard social cognition paradigms. From a socially situated cognition standpoint, both methodological and theoretical contributions are made. Implications of these results for the automaticity of social categorization will be discussed.

D26

A SURVEY OF NORMATIVE BELIEFS ABOUT ENERGY CONSERVATION *Azar Khazian[1], Noah Goldstein[2], Wesley Schultz[1], Robert Cialdini[2]; [1]California State University, San Marcos, [2]Arizona State University* — California residents are in the midst of an energy crisis, making the motives and beliefs that influence individuals' decisions to (or not to) conserve energy an important and especially timely topic of study for social psychologists. The current findings summarize the first two phases of a telephone survey designed to examine normative beliefs about energy conservation, and the relationship between normative beliefs and conservation behaviors. Using a random digit dialing procedure, telephone interviews were conducted with 544 and 265 California residents for the first and second phases of the study, respectively. Survey items assessed perceptions about energy costs and the importance of conserving, motives for conserving, descriptive and injunctive normative beliefs, and the impact of energy prices on conservation behaviors. The first set of results revealed that 90% of Californians sampled stated that conserving energy was "extremely" or "very" important; findings from the second phase indicated that this sentiment remained fairly stable (92%). Among five reasons to conserve, environmental protection was rated as significantly more important than all others, including saving money. Finally, data from the first two phases showed a discrepancy between the descriptive normative beliefs and self-reported conservation behaviors. Specifically, respondents systematically underestimated the extent to which other people conserved energy. When asked about the conservation behavior of neighbors, fellow city residents, and California residents, only a small percentage believed that "almost all" tried to conserve, however self-reported conservation rates indicated that nearly all respondents reported engaging in at least one activity with the intention to conserve energy.

D27

EXAMINING THE ROLE OF SELF-PERCEPTION PROCESSES IN THE FOOT-IN-THE-DOOR COMPLIANCE TECHNIQUE *Megan A. M. Davidson[1], Leandre R. Fabrigar[1], Jennifer Davidson-Harden[2], Jessica J. Bonney[3]; [1]Queen's University, [2]University of Waterloo, [3]University of Toronto* — Although numerous studies have attempted to explain the foot-in-the-door compliance technique, the psychological processes underlying it have not yet been clearly established. To date, change in self-perceptions of attitudes or self-concept has emerged as a popular explanation for the foot-in-the-door effect, but empirical evidence for this explanation has been equivocal. An experiment was conducted to address some of the limitations of past research examining the role of self-perception processes in the foot-in-the-door technique. This experiment examined the self-perception explanation by testing if feedback designed to enhance or inhibit changes in self-perceptions resulting from the foot-in-the-door technique regulated the effectiveness of the tactic. Participants were assigned to a control condition or to one of three different versions of the foot-in-the-door technique. As expected, this experiment showed that the standard foot-in-the-door technique increased compliance. Consistent with the self-perception explanation, the effectiveness of the technique was eliminated when it was paired with feedback designed to inhibit changes in self-perceptions. However, pairing the foot-in-the-door technique with feedback designed to enhance changes in self-perceptions did not increase the effectiveness of the technique beyond that of the standard foot-in-the-door technique. Perceptions of attitudes related to both the initial request and general helpfulness were measured, and analyses of these measures of self-perceptions indicated that the effectiveness of the foot-in-the-door technique was mediated by changes in the perceptions of attitudes related to the initial request.

D28
DO NARCISSISTS REALLY PERFORM BETTER IN THE SPOTLIGHT? *Harry Wallace, Eric Model; University of Florida* — Recent research by Wallace and Baumeister (2002) suggested that narcissists' self-enhancement motivation and self-confidence helps their performance on challenging individual tasks in the public spotlight. In the present study, however, narcissists performed poorly when given the chance to garner glory in a public basketball competition. After completing measures of narcissism and self-esteem, 94 male participants shot 10 consecutive basketball free throws to provide a measure of pretest ability. Participants were then grouped into teams for a free throw shooting contest that involved strategy as well as performance. To win points for his team, each participant had to make enough shots (out of 10) to equal or exceed the accuracy criterion he chose before shooting. For example, a participant who chose a low risk/low reward 40% accuracy criterion could win four points by making four or more shots, whereas a participant who chose a high risk/high reward 80% accuracy criterion could win eight points but only if he made eight or more shots. Regression analyses controlling for self-esteem revealed a significant, negative association between narcissism and points earned. Further analyses demonstrated that narcissists tended to choose accuracy criteria that were reasonable based on their pretest performance, but they failed to win points because they performed significantly worse in the contest than they did in the pretest. We discuss the implications of these effects in light of past research and theory regarding the relationship between narcissism and performance.

D29
UNOBTRUSIVELY HARMED BUT FEELING FINE: THE HIDDEN CONSEQUENCES OF EXPOSURE TO OBJECTIFYING MEDIA PORTRAYALS *Inbal Gurari, John Hetts; Washington University* — People gain insight into their character through comparisons with others (Festinger, 1954). Moreover, people automatically compare themselves to everyone they encounter, influencing their self-relevant beliefs (Gilbert, Giesler, & Morris, 1995) and behavior (Dijksterhuis et al., 1998). However, with ample cognitive resources (and correct theories of bias; Wegener & Petty, 1995), people can correct for irrelevant comparisons. This study explores whether such correction also occurs for implicit beliefs and behavior, examining the consequences of comparisons created by media exposure. Previous research on objectifying media portrayals suggests that they have little influence on body image (Stice, Spangler, & Agras, 2001), possibly because women explicitly recognize that models are unattainable ideals and, thus, irrelevant social comparisons (Lockwood & Kunda, 1997). The current research examined whether exposure to objectifying portrayals affects implicit self-evaluations and behavior, leaving explicit self-evaluations relatively unaffected. Participants rated a series of ads for product placement containing 70% or 0% objectifying portrayals. As predicted, exposure to objectifying images left subsequent measures of explicit self-evaluations and body image unaffected but decreased implicit self-evaluations of intelligence measured using response latencies and suppressed subsequent eating behavior. Consistent with recent models of social beliefs and behavior (Smith & DeCoster, 2000; Wilson, Lindsey, & Schooler, 2000), these findings provide strong evidence for the possibility that influences on implicit beliefs and behavior may exist and persist, even in the presence of the correction or protection of explicit beliefs.

D30
EMOTION MEDIATES THE PERSONALITY AND JOB BURNOUT RELATIONSHIP *Michael J. Tagler, Amy E. McCabe, Scott H. Hemenover, Ronald G. Downey, Leon Rappoport, Brian Theis; Kansas State University* — Background: Job burnout is related to poor workplace performance and turnover (Wright & Cropanzano, 1998). Past research has emphasized the role of situational factors on job burnout (Cordes & Dougherty, 1993). However, recent work has demonstrated that dispositional factors are also strongly related to burnout (Best, 2002). Core self-evaluation (CSE), a broad self-evaluative personality trait, is significantly correlated with emotional exhaustion, a major component of burnout (Tagler et al., 2002). Because research suggests that positive affect (PA) and negative affect (NA) are related to self-reported stress and poor coping (Watson, Clark, & Tellegen, 1988), emotion may be an important factor in the burnout-personality relationship. The purpose of the current study was to investigate whether self-rated mood mediates the CSE-burnout relationship. Method: Undergraduates (N=307) completed measures of job burnout (Maslach, Jackson, & Leiter, 1996), PA and NA (Watson et al., 1988), and CSE (Judge & Bono, 2001). Results: PA and NA are significant mediators between CSE and two burnout factors (emotional exhaustion and cynicism). Specifically, high CSE participants were more likely to experience PA and less likely to experience NA (p < .05). In turn, PA was negatively related, while NA was positively related, to job burnout (p < .05). Discussion: Because interventions designed to reduce burnout should take personality into account, it is important to understand how personality influences the experience of burnout. The finding that high CSE individuals experience different levels of PA and NA suggests that these individuals engage in different patterns of stress coping.

D31
ILLUSIONS OF OBJECTIVITY AND THE INDIA-PAKISTAN DISPUTE OVER KASHMIR *Nandita Murukutla, David A. Armor; Yale University* — The tendency for people to believe themselves to be more objective and less biased than others was examined in the context of the India-Pakistan dispute over Kashmir. Two studies examined (a) the expression of these "illusions of objectivity" in an interdependent culture (India), (b) the role of disagreement in exaggerating these illusions (and of agreement in assuaging them), and sought to (c) disentangle the often-confounded effects of disagreement and intergroup antagonism on judgments of objectivity. In Study 1 (N = 323), Indian participants compared their own beliefs about the dispute with those held by the average Indian and the average Pakistani. Results revealed strong illusions of objectivity: Participants judged their own beliefs to be more objective than those of both the average Indian and the average Pakistani (ps < .001). Consistent with both the disagreement and intergroup-antagonism hypotheses, the average Indian's beliefs were judged to be more objective than the average Pakistani's beliefs (p < .01). In Study 2 (N = 86), we experimentally manipulated the stated opinions and apparent nationality of a comparison target. Consistent with the disagreement hypothesis, participants evaluated an agreeing target to be more objective than a disagreeing target (p < .001; $\eta^2 = 0.42$). Contrary to the prediction based on ingroup favoritism, the nationality of the target as Indian or Pakistani had no independent effect on judgments of objectivity (p = 0.48; $\eta^2 = 0.007$). Implications for conflict resolution and the study of groups will be discussed.

D32
EXPOSING THE IMPOSTER PHENOMENON *Megan Kozak, Harvard University, Nicholas Epley; Harvard University* — Almost anyone who has ever completed their first year in college, graduate school, or any other high-functioning position has had the feeling that others around them think more highly of their capabilities than is objectively warranted and that their incompetence may, at any moment, be discovered. The ubiquity of this Imposter Phenomenon in daily life suggests that such feelings a) are often exaggerated and b) are produced by predictable situational factors. Consistent with this reasoning, we argue that people are likely to feel like imposters whenever they are given an objectively difficult task and are simultaneously aware of the high expectations held for them by others. To examine this hypothesis, Harvard undergraduates were asked to complete either a very difficult or very easy verbal reasoning task. Half did so while wearing a Harvard University t-shirt designed to make the associated positive stereotypes salient and the other half did so while wearing a plain gray t-shirt. As predicted, participants reported signifi-

cantly stronger imposter feelings only when taking the difficult version while the Harvard stereotype was salient. None of the other 3 conditions differed significantly from each other. Implications of these results for the underlying mechanisms of the Imposter Phenomenon and strategies for amelioration are discussed.

D33
POLITICAL ATTITUDES, ETHNICITY, & PERSONALITY: CONSIDERATIONS FOR SOCIAL IDENTITY THEORY *Thomas F Denson, Charles Salinas; California State University, Long Beach* – The issue of individual differences in identity has received relatively little attention in social identity research. Some research (e.g., Duckitt, 1989; Perreault & Bourhis, 1999) does however demonstrate that individual difference variables, such as ethnocentrism, and authoritarianism are related to group identification. The role group identification and its correlates play in evaluating political information is the focus of the present study. An ethnically diverse sample of 170 European American, Hispanic American, African American, and Asian American college students completed personality measures and rated a position concerning a local resource issue attributed to a fictitious candidate (Republican or Democrat, European or Hispanic-American) for a local city council. The relationships between ethnicity, personality variables, and candidate evaluation are discussed in the context of social identity theory. Implications for political life in diverse communities are discussed.

D34
THE RELATIONSHIP BETWEEN SUPPORT BEHAVIORS AND SUPPORT PERCEPTIONS: A META-ANALYTIC REVIEW *Mason G. Haber, Jay L. Cohen, Todd Lucas; Wayne State University* – Social support is associated with a variety of health outcomes. While social support consists of several subcomponents (e.g., network characteristics, provision of supportive behaviors, and support perceptions), support perceptions in particular have been consistently linked to better health and well-being. A common assumption in the social support literature has been that support perceptions are a function of supportive behaviors received from network members. Alternative perspectives hypothesize that perceived support reflects the personality of the perceiver, or a highly abstracted person concept with no clear link to the actual receipt of help. Studies have produced widely varying estimates of the relation between support behaviors and support perceptions, with some estimates approaching zero. To our knowledge, no one has tried to estimate the relationship between support behaviors and support perceptions using meta-analytic procedures. This study evaluated all studies that used the Inventory of Socially Supportive Behaviors (ISSB; Barrera, Sandler, & Ramsey, 1981), the most widely used measure of support provision, and any measure of perceptions of social support. Using effect sizes from 20 studies, we found an average correlation of r = .348, p <.001). This effect was moderated both by who conducted the research as well as when it was done. Further, the point estimate changed as a function of the methodological detail the studies provided. While these findings reveal a significant relationship, most of the variance in support perceptions is not explained by support behaviors alone. Multiple perspectives are needed to understand the basis of perceptions of social support.

D35
NARRATIVE IDENTITY IN THE CONTEXT OF RELIGIOUS EXPERIENCE AND ITS RELATIONS WITH PERSONALITY AND WELL-BEING *Jennifer L. Smith[1], Jennifer L. Pals[2,1]; [1]The College of William and Mary, [2]Northwestern University* – The current study examined how young adults construct identity in the context of narratives of religious experience and the relations of this process to personality and well-being. Narratives were elicited with the following probe: "Describe the role religion and/or spirituality has played in your life. Treat this as a story in which you are the main character. As most stories have a beginning, a middle, and an end, tell how your story began, where you are now, and where you see it going". Responses to this probe were expected

to reflect whether, how, and to what degree of success young adults have struggled with personal ideology, a core component of identity. Specifically, two narrative dimensions related to identity—past questioning and positive ending—were examined. Past questioning was expected to reflect an exploration of personal beliefs and values integral to self-understanding. Positive narrative endings were expected to reflect positive feelings towards the present view of self. Past questioning and positive ending were coded from religious narratives provided by college students and correlated with measures of the five-factor model, well-being, and flow (Csikszentmihalyi, 1988). As predicted, past questioning correlated with openness to experience, and positive ending correlated with several factors of well-being, including self-acceptance and purpose in life. Finally, a significant interaction showed that the combination of past questioning and positive ending predicted the highest levels of flow in daily life. Discussion will focus on the importance of identity construction for well-being and the implications of these findings for positive psychology.

D36
DEFINING THE STRUCTURE OF JEALOUSY THROUGH FACTOR ANALYSIS *Brian Gehl, David Watson; University of Iowa* – The construct of jealousy has been conceptualized in several different ways. Although these conceptualizations share a common theme, marked differences are also evident. These models of jealousy have been developed through a variety of methods, ranging from factor analytic scale development to the application of evolutionary theory (in which jealousy is defined in terms of its functional adaptiveness). In an attempt to clarify the definition of jealousy and to remedy some of the conceptual confusion in this literature, the present study examined nine different jealousy and envy measures; together, these measures incorporate all of the important components that have been proposed to comprise jealousy. A sample of more than 400 undergraduates completed these jealousy measures, as well as measures of personality (e.g., the five-factor model), emotionality, and adult attachment styles. A principal components factor analysis revealed a three-dimensional model; the three factors were tentatively labeled Possessiveness, Interpersonal Insecurity, and Reactive Jealousy. The first two factors showed very similar patterns in their correlations with the other measures, differing primarily in terms of their links to avoidant attachment styles. In contrast, the third factor essentially was unrelated to the other individual differences measures. This 3-factor model of jealousy is useful in clarifying the fundamental components that underlie prominent conceptualizations of jealousy, and it suggests that adult attachment is an important factor in distinguishing these components.

D37
EXPERIENTIAL DETERMINANTS OF CONFIDENCE *Rebecca Norwick, Nicholas Epley; Harvard University* – Three studies investigated whether confidence in judgment is determined, at least in part, by the ease with which an answer can be generated. In Study 1, participants made predictions about another participant's preferences. As predicted, confidence was more strongly correlated with perceived difficulty in generating answers than with accuracy, and this relationship between perceived difficulty and confidence remained strong even after controlling for accuracy. In Study 2, perceived difficulty was manipulated by asking participants to adopt a facial expression either consistent with mental effort (i.e., furrowing their brow) or not (i.e., puffing out their cheeks). As predicted, these facial expressions influenced variables related to perceived difficulty, which in turn influenced confidence. Finally, participants in Study 3 answered a series of general knowledge questions. Perceived difficulty was manipulated by degrading the font quality in which the questions were printed. As expected, those who received difficult-to-read questionnaires were no less accurate but were significantly less confident in their answers than those who received easy-to-read questionnaires. Importantly, these differences in confidence disappeared

among participants who were reminded, at several points throughout the questionnaire, of the true source of their mental effort (i.e., the poor font quality). These results all suggest that confidence in judgment is derived, at least in part, through a process of inference from the perceived difficulty of generating an answer. Discussion focuses on a more thorough account of the determinants of confidence that integrates both informational as well as experiential factors.

D38

CONFIDENCE AS A MODERATOR OF THE EFFECT OF SOLO STATUS ON PERFORMANCE IN A WORKGROUP *Judith White[1], Wendi Gardner[2]; [1]Dartmouth College, [2]Northwestern University* — Solo status in a workgroup creates a heightened sense of public scrutiny that can increase performance pressure, resulting in either improved or impaired performance (Kanter, 1977). The present study addressed the role of confidence as a moderator of the effect of solo status on task performance. 155 participants completed individual measures of affect, math ability, and participated in an electronic group discussion during a study of group processes in groups of four, either one woman and three men or one man and three women. Gender solos were more alert and determined, had higher public self-consciousness, and were more likely to have thought about being categorized by gender by the other group members than were majority participants. Participants were split into two groups according to self-reported confidence just prior to each task. An interaction between solo status and confidence showed that solo status improved high confident participants' math scores, and harmed low confident participants' math scores. A three-way interaction between solo status, confidence, and gender showed among women (but not men), solo status led high confident participants to contribute more, and low confident participants to contribute less, to the group discussion. The results support Kanter's (1977) prediction of the divergent effect of solo status on performance. Results are compared to similar patterns of divergent effects on performance in the literatures on social facilitation and stereotype threat.

D39

DIETERS' BELIEFS ABOUT THE CONNECTION BETWEEN FOOD INTAKE AND WEIGHT *Lenny R. Vartanian, C. Peter Herman, Janet Polivy; University of Toronto* — Dieters, but not non-dieters, judge women who eat smaller meals as being thinner and weighing less than they do women who eat larger meals. The interesting question is, "Why?" It does not appear to be due to differences in information processing (e.g., implicit associations). The purpose of the present research, therefore, was to explore an alternate explanatory mechanism: individuals' beliefs about the connection between food intake and body weight/size. In Study 1, dieters and non-dieters were asked to rate the importance of several factors as contributors to body weight and size. Dieters identified "amount of food eaten" as a significant contributor to body weight and size, whereas non-dieters were more likely to identify genetics as an important contributor. In Study 2, participants were asked questions specifically related to the use of meal-size information in making judgments of an individual's weight. As expected, dieters believed that body weight was associated with amount of food eaten and that people have control over their body weight, whereas non-dieters believed that body weight was less malleable. Interestingly, dieters and non-dieters both reported that it is not appropriate to judge others based on how much they eat. Thus, although dieters believe that it is inappropriate to make such judgments of others, they do not refrain from doing so. Results are discussed in terms of how these beliefs can influence people's judgments of others, as well as their own dieting-related behavior.

D40

EFFECTS OF MORTALITY SALIENCE ON DISTANCING FROM THE ELDERLY *Andy Martens, Jeff Greenberg, Jeff Schimel; University of Arizona* — The present research investigates the hypothesis that a motivation to deny fears about one's own death can instigate aversive reactions towards the elderly because they make clear our mortal limitations and pending end. Study 1 supported the notion that the elderly can be reminders of death. College-age participants who saw photos of two elderly people subsequently completed more word fragments with death-related words than did participants who saw pictures of only younger people. In study 2, priming participants with their own mortality induced increased differentiation between ratings of themselves and their ratings of the average elderly person. The mortality prime, however, did not effect the relationship between participants' ratings of themselves and the average teenager. Thus, when mortality was primed, and presumably along with it the motivation to deny death, participants appeared to psychologically distance specifically from the elderly. Encouraging people to better acknowledge insecurities about their own future and mortality may therefore be one avenue towards reducing fears about the elderly, and consequently, ageism that results from these fears.

D41

RUMINATION EFFECTS ON DEPRESSION AND LIFE SATISFACTION EMERGE THREE MONTHS AFTER 9/11 *Jonathan Rottenberg[1], Sanjay Srivastava[2], Rebecca D. Ray[1], Elliot Berkman[1], Oliver P. John[2], James J. Gross[1]; [1]Stanford University, [2]University of California, Berkeley* — Rumination has been conceived of a form of emotion processing that deepens and prolongs negative emotion episodes. Consistent with this reasoning, self-reports of rumination assessed before an earthquake have been shown to predict subsequent depression and anxiety responses (Nolen-Hoeksema & Morrow, 1991). Although time plays a prominent role in rumination theory, few empirical studies have used prospective designs to examine the role of time in rumination's deleterious effects. As part of Gross and John's larger study of adjustment to college, self-reports of depression and life satisfaction were obtained from a sample of 78 students two weeks and three months after the 9/11 attacks. 15 months prior, this sample had been assessed on rumination, depression, and life satisfaction. After the attacks, levels of life satisfaction decreased and depressive symptom levels were unchanged. Unexpectedly, rumination did not predict levels of depression or life satisfaction two weeks after the attacks. Three months after the attacks, by contrast, rumination predicted both higher levels of depression and lower levels of life satisfaction. Furthermore, rumination continued to predict three-month post attack depression levels even when initial levels of depression were controlled. Finally, change score analyses indicated that rumination predicted a worsening course of post-attack functioning between the two-week and three-month assessments. More specifically, rumination predicted increases in depressive symptoms and decreases in life satisfaction over this period. These data raise the possibility that the psychological costs of ruminating after a stressor emerge with the passage of time.

D42

THE EFFECT OF EGO-THREAT ON DECISION-MAKING IN THE ULTIMATUM BARGAINING GAME *Liqing Zhang, Kathleen Catanese, Roy Baumeister; Case Western Reserve University* — This study was designed to explore how ego threat affects interpersonal decision making in the ultimatum bargaining game. The rules of ultimatum game are that player 1 makes proposals on how to divide a certain amount of money while player 2 decides whether to accept or reject those claims. If player 2 accepts a proposal, both players get the proposed amount in this trial; if player 2 rejects a proposal, both players get nothing. Participants were led to believe that they were playing with another individual (player 1) when in actuality they were playing alone. Participants were instructed to respond to a series of proposals that player 1 had ostensibly made a couple of days ago. We predicted that ego-threat would cause the participants to reject more of player 1's claims. We manipulated ego-threat as bogus feedback on a creativity test. Half of the participants were randomly assigned a very low creativity score to induce high ego-threat and half of the participants were assigned a very high score to induce low

ego-threat. Consistent with our predictions, the results showed that experiencing high ego-threat led participants to reject more proposals, set a higher minimum acceptable amount, and finally received less money. These results were not mediated by self-esteem or mood.

D43
ABSORBING SOCIETY'S INFLUENCE: THE EFFECTS OF BODY-IMAGE DISCREPANCY ON INTERNALIZED SHAME *Gayle Bessenoff, Daniel Snow; University of Connecticut, Stamford* — This study examined the relationships of both personal and sociocultural aspects of body-image concerns with internalized body shame. Objectification theory proposes that shame produced by habitual body self-monitoring is a product of perceived failure from comparison to the cultural standard (Fredrickson & Roberts, 1997). Because self-discrepancies are representations in the self-concept of falling short of an important standard (Higgins, 1987), and have been found to be linked with emotional distress and disordered eating behaviors, we hypothesized that body-image discrepancy should be associated with body shame. We examined the relationship between shame and two types of body-image discrepancy: actual:ideal/own (failure to meet a personal body ideal) and actual:ought/societal (failure to meet the societal standard). Sixty-four female college students completed measures of body shame (Fredrickson, Roberts, Noll, Quinn & Twenge, 1998) and body-image discrepancy. Discrepancies were determined by subtracting participants' ideal/own and ought/societal estimates from their actual body size perception; estimates were chosen from a series of body silhouettes ranging from extremely thin to obese. Actual:ideal/own discrepancy, but not actual:ought/societal, was found to be significantly related to body shame (p<.05), such that greater perceived failure to achieve one's body ideal was associated with greater shame. Merely perceiving one's body as larger than the societal standard was not associated with shame, suggesting that the standard must become internalized as a personal ideal. Furthermore, active comparison to the ideal may not be necessary; individuals with self-discrepancies may associate emotional consequences (such as shame) with already internalized failure to reach their standards.

D44
DEFINING NEUROTICISM THROUGH FACET STRUCTURE *Ericka Nus Simms, Kevin D. Wu, David Watson; University of Iowa* — The dimension of Neuroticism is found in almost every comprehensive model of personality; it also is a construct that has many implications in clinical settings. Despite the many contexts it has been studied in, however, Neuroticism has been conceptualized in a number of different ways, making it difficult to compare this dimension across studies and measures. The hierarchical organization of personality allows for a way to address this problem through defining traits by identifying the primary sub-factors, or facets, that comprise each broader dimension. In attempting to define Neuroticism through this type of facet-level analysis, we examined the many subcomponents that have been proposed throughout the history of this trait in order to discover its fundamental facets. An extensive literature review of multidimensional, three-factor, and five-factor models yielded a total of eight hypothesized facets. We then created a large pool of items to represent these facets and administered them to more than 300 undergraduate students. A series of principal factor analyses demonstrated that five factors best accounted for the data: Anxiety, Depression, Anger Proneness, Stress Reactivity (vs. Resiliency), and Somatic Complaints. Analyses of internal consistency, subscale intercorrelations, and convergent and discriminant validity provide psychometric support for characterizing these five factors as distinct, yet related facets of the broad domain of Neuroticism. The five facets found in these analyses are useful in furthering our understanding of this core area of personality.

D45
ATTITUDES TOWARD AFFIRMATIVE ACTION: DISENTANGLING THE EFFECTS OF PREJUDICE AND POLITICAL CONSERVATISM *Laurie O'Brien, Christian Crandall; University of Kansas* — Two studies examined relationships between conservatism, prejudice, and affirmative action (AA) attitudes. AA both helps ethnic minorities and violates conservative beliefs about government nonintervention, making it difficult to disentangle the role of prejudice and conservatism in White opposition to AA. This study utilized an experimental design to differentiate the role of prejudice and political attitudes in AA attitudes. In Study 1, participants read an article describing college admissions in Washington. Participants read an article stating that Washington did/did not practice AA and that the current policy harmed/helped Whites; after reading the article participants indicated AA attitudes. The outcome of affirmative action policy on White's fortunes was the only factor that influenced participants' support, F(1, 29)=4.40, p<.05. Study 2 utilized the same design but included pretest measures of political conservatism, prejudice, and attitudes towards government and AA. The primary dependent variable was support for Washington's current policy. Regression analyses revealed that political conservatives and highly prejudiced participants rated the policy more favorably whenever the policy was described as helping Whites, regardless of whether AA was used. However, people who opposed government intervention and affirmative action at time 1 rated the policy more favorably when AA was not used than when AA was used, regardless of whether the policy helped or hurt Whites. Results suggest both prejudice and specific political attitudes have independent effects on AA attitudes.

D46
'PROMOTING OUR CAUSE' VERSUS 'PREVENTING BIAS': HOW AN OUTGROUP'S FRAME FOR ACTION PREDICTS INTERGROUP REACTIONS *Heather Claypool[1], Amanda Diekman[2]; [1]University of California, Santa Barbara, [2]Purdue University* — Research examining regulatory focus (promotion, prevention) in intergroup relations has focused entirely on how one's own focus predicts reactions to outgroups. Two studies investigated how perceptions of an outgroup's focus lead to intergroup reactions. We predicted that groups perceived as relatively more promotion focused would be perceived as more threatening and evoke more negative and fewer positive emotional reactions and action tendencies than prevention focused groups. In Study 1, perceptions of the promotion and prevention orientation (to what extent does this group work to acquire benefits versus prevent harm, respectively) of several groups were assessed, along with emotional reactions and action tendencies in response to those groups. For the majority of the groups, the predicted relationships existed. For example, perceptions of Republicans' relative promotion focus were positively related to anger (r = .42) and wanting to confront them (r = .31) but negatively related to happiness (r = -.26) and wanting to associate with them (r = -.33). In Study 2, White Americans read about a group that hoped to "end discrimination against" Blacks (prevention), "advance the causes of" Blacks (promotion) or "meet their goals" (control). The promotion group evoked more anger and aggressive tendencies but fewer positive emotions and supportive tendencies, although these effects were stronger for women. For women, the effect of outgroup focus on aggressive and supportive tendencies was mediated by anger and positive emotions, respectively. Correlational and experimental methods verified that promotion focused groups elicited more negative and fewer positive intergroup reactions than prevention focused groups.

D47
TEACHERS' RATINGS OF STUDENT PERSONALITY ATTRIBUTES: IMPLICIT PERSONALITY THEORY AND STRUCTURE SIMILARITY *Gerard Saucier, Jennifer Simonds; University of Oregon* — Individuals' beliefs about which personality traits co-occur in others, referred to as Implicit Personality Theory (IPT), may share a

common structure. An extensive set of teacher judgments of personality attributes collected in 1965 by John M. Digman on the island of Oahu, Hawaii was used to test the hypothesis that teachers share a common IPT in evaluating personality attributes of their students. Ratings by 57 teachers of 1,719 children in 1st, 2nd, 5th and 6th grade on 49 bipolar trait adjectives were analyzed for a) congruence of teachers' individual-level factor structures with an aggregate factor structure, b) common occurrence of variables in teacher factors, c) percent and variance of non-middle ratings, and d) amount of variance accounted for by the first, second, and third factors of each teacher's rating structure. Structures of ratings of children in 1st and 2nd grade were compared to those of 5th and 6th grade students. Generally, individual-level factor structures demonstrated more convergence with respect to very broad factors (one or two factors only) than with more differentiated structures (e.g., five factors), although a Big Five structure was obtained when analyses were made on data from all individuals pooled together.

D48
IMPRESSION MANAGEMENT ON THE INTERRNET: MALE-FEMALE, GAY-STRAIGHT DIFFERENCES *Stanley Woll, Deborah Wilson-Ozima, John Pugliese, Janice Botzbach, Natalie Saldana; California State University, Fullerton* — Many years ago Goffman (1967) described ways in which individuals "manage" the impressions that they communicate to others in interaction. A form of rather planful impression management can be found in the new arena of internet dating. Here clients are able to construct descriptions of themselves and their preferred partner and to select photos presenting themselves in the best light. Such profiles enable researchers to examine not only different strategies of "self-presentation" (Goffman, 1959), but also the different ways—-whether evolutionarily based or social-cultural in nature—in which males and females and gays versus straights describe themselves and their desired partners. The profiles of 256 clients (129 males, 127 females; 86 gays, 170 straights) from a prominent internet dating service were coded according to specific content (e.g., mentions appearance or honesty) and overall ratings (e.g., of humor and articulateness). Log linear analyses indicated that the self-descriptions written by males mentioned chemistry, financial security, and education more frequently, whereas women mentioned their sensuality and friends more frequently. In their descriptions of their preferred partner males mentioned attractiveness/fitness and intelligence, whereas women mentioned success, valuing family, and communication. Gay clients were more likely to mention looking for Mr./Ms. Right and their partner's occupation and were less likely to mention the values of and the importance of family to that preferred partner. These results will be discussed in terms of both evolutionary and social–cultural differences in the rules of impression management.

D49
DEVELOPMENTAL DIFFERENCES IN NEED FOR COGNITION *Barbara J. Lehman[1,2]; [1]University of California, Los Angeles, [2]Claremont Graduate University* — Need for cognition (NFC) attempts to capture the extent to which individuals "engage in and enjoy" thinking (Cacioppo & Petty, 1982). Individuals high in NFC are typically more sensitive to variations in argument strength (see Cacioppo, Petty, Feinstein, & Jarvis, 1996). Because the majority of the research on dual process models of attitude change has been completed on college students, developmental differences remain relatively unexplored. Since many children do not develop the ability to reason through propositions of formal logic until adolescence (Inhelder & Piaget, 1958), younger children would be expected to have lower NFC, and to be less sensitive to manipulations of argument strength. To explore this possibility, 305 tenth and twelfth grade students responded to measures of NFC and social desirability. Most students were Latina/o, and 59% were female. In addition to a significant difference between 9th and 11th grade students in NFC, t (303) = 3.02, p < .005, there was a significant relationship between social desirability and NFC (r = .25, p < .001). Therefore, age differences in NFC were examined after the effects of social desirability were covaried. ANCOVA supported the expectation that younger adolescents would have lower NFC, F(1,302) = 10.49, p < .01. This result suggests that persuasive communication aimed at adolescents, pre-adolescents, and children should take into account possible age-related differences in elaboration strategy. Future research should explore the possibility that school programs may benefit by providing older students with stronger messages, and by relying more on peripheral cues for younger students.

D50
MESSAGE REPETITION AND PERSUASIVE PROCESSING: EFFECTS OF MOTIVATION? *Diane Mackie[1], Heather Claypool[1], Teresa Garcia-Marques[2], Ashley McIntosh[1], Ashton Udall[1]; [1]University of California, Santa Barbara, [2]Instituto Superior de Psicologia Aplicada,Lisbon* — Repetition of persuasive messages has been shown to both increase (Cacioppo & Petty, 1989) and decrease (Garcia-Marques & Mackie, 2001) systematic processing. We ran two experiments to assess whether differences in motivation could resolve these conflicting findings. Both experiments manipulated motivation (low, high), repetition (no, yes), and argument strength (weak, strong). In Experiment 1, participants read one message while a second message, advocating the institutionalization of comprehensive exams (repetition condition) or of additional road taxes (no repetition condition), played as "background noise." Then participants responded to a strong or weak message advocating that comprehensive exams should be institutionalized at their university in one year (high motivation) or ten years (low motivation). An interaction among repetition, motivation, and argument strength, F(1,55) = 4.33 p < .05, indicated that motivation determined the impact of repetition on message processing. When motivation was low, the non-repeated message was processed systematically (more persuasion to strong than weak arguments), but this effect was eliminated with repetition. Under high motivation, systematic processing occurred regardless of repetition. In Experiment 2, repetition and motivation were manipulated differently, but produced the same interaction, F(1,69) = 3.312, p < .04. When motivation was low, repetition again decreased systematic processing. When motivation was high, repetition increased systematic processing. Both studies confirm that message repetition decreases systematic processing when motivation is low, perhaps because a sense of familiarity can act as a heuristic. When motivation is high, repetition may increase systematic processing by affording additional opportunities for elaboration.

D51
A NEURAL MECHANISM FOR PRECONSCIOUS DETECTION OF RACE BIAS AND RECRUITMENT OF CONTROL *David M. Amodio, Eddie Harmon-Jones, Patricia G. Devine, John J. Curtin, Sigan L. Hartley, Alison E. Covert; University of Wisconsin, Madison* — The automatic activation of race-bias can initiate unintended prejudiced responses. Although research has demonstrated that people can control their race-related responses, the mechanism whereby a race-biased response tendency is detected and controlled processes are recruited has not been addressed. Recent models of control posit that conflicting response tendencies are monitored continuously and automatically by circuitry in the anterior cingulate cortex (ACC). When conflicts are detected, this mechanism signals that control is needed. We examined the race-bias-detection process using event-related potentials (ERPs) as participants completed a sequential priming task. In this task, target pictures were categorized as "guns" or "tools," following the presentation of Black or White faces. Participants were told that the erroneous categorization of tools as guns after Black faces indicated racial prejudice. The error-related negativity (ERN) ERP, associated with conflict-detection and an ACC neural generator, was examined for errors on each trial type. Although conflict-detection signals can lead either to successful or unsuccessful control attempts, the ERN is specifically sensitive to signals resulting in errors. Across trial types, ERN onset occurred 50 ms before errors were committed (via keypress), indicating that impending errors were detected prior to their com-

mission. ERNs were largest when associated with black-tool errors (i.e., prejudiced response), suggesting that control was more strongly recruited, but not implemented, prior to a race-biased response. Additionally, larger ERNs were associated with a pattern of successful control implementation across trials, indicated by lower error rates and slowed reaction time following race-biased errors, and higher process-dissociation estimates of control.

D52

SELF-EVALUATION MAINTENANCE AND IMPRESSION MANAGEMENT: DECEPTIVE BEHAVIOR AS A SELF-ENHANCEMENT STRATEGY TO BOLSTER DAMAGED ESTEEM. *James M. Tyler, Robert S. Feldman; University of Massachusetts, Amherst —* Social comparison suggests people use others' performance to determine the relative levels of their own abilities. Tessar's SEM implies upward comparisons to close others in relevant domains are threatening and lower self-esteem, thus inducing one to engage in self-enhancements to bolster self-evaluation. The nature of self-enhancements and self-presentations indicate untruthful statements serve as self-esteem repairing behavior. The present study hypothesized that partner's performance, domain relevance, and partner's psychological closeness influence trait and state self-esteem and frequency of untruthful statements as a self-enhancement strategy. Participants receiving task-feedback that they did better or worse than a similar or dissimilar other, in a high or low relevant domain, completed a 55-item personal information questionnaire. Participants anticipated being evaluated by their partners based on the participant's questionnaire responses. Analyses revealed nearly all participants reported untruthful statements, with 25% of 55 questions being answered untruthfully. Participants reported more untruthful statements when task was high- rather than low-relevant domain, and when exposed to threatening rather than no-threatening comparisons. Participants in the high-relevant domain condition reported more untruthful statements when encountering threatening- rather than no-threatening comparisons. State self-esteem decreased when domain relevance was high and when experiencing threatening- rather than no-threatening comparisons. Participants reported lower self-esteem during high-domain relevance/threatening comparisons compared with low-domain relevance/no-threatening comparisons, and low rather than high state self-esteem participants reported more untruthful statements. In short, esteem-threatening comparisons decreased state self-esteem and increased untruthful statements as a self-enhancement strategy to repair deflated self-esteem.

D53

DOES SIMILARITY BREED CONTEMPT? REVISITING THE ROLE OF HOW SIMILARITY AND INTENTIONALITY AFFECT BLAMING RESPONSES TOWARD INTERPERSONAL TRANSGRESSIONS *Gale Pearce, Charmaine Chan, Sara Hodges; University of Oregon —* Similarity generally predicts interpersonal attraction, but Taylor and Mettee (1971) hypothesized that a similar other who commits an interpersonal transgression will be regarded less, not more, positively than a dissimilar other, due to the fact that greater attention will be paid to the similar other's actions. However, their work never directly tested this attentional salience hypothesis. In the present study, 76 participants read about either an intentional or unintentional transgression committed by a peer, whom they expected to meet. Half of the participants were told that they were similar to their peer while the other half were told that they were dissimilar. After reading about the interpersonal transgression of their partner, participants' emotional reaction to the transgression, personality appraisals of their partner, and liking for their partner were assessed. In order to measure attentional salience, participants then completed a spontaneous recall task in which they described their partners' transgression in as much detail as possible. In contrast to Taylor and Mettee's hypothesis (1971), participants' emotional responses to the transgression, personality assessments of their partner,

and recall of their partner's story were not influenced by the similarity manipulation. Despite the transgression, and consistent with other similarity studies, participants expressed greater liking and desire for friendship with a similar peer. The intentionality manipulation also resulted in significant differences such that participants had more positive emotional responses and thought that their peer was more conscientious when the peer committed an unintentional act.

D54

ELDERLY ADULTS' MENTAL AND PHYSICAL HEALTH: THE UNIQUE EFFECTS OF OPTIMISM VERSUS CONTROL *Anna P. Ebel-Lam[1], Jill A. Jacobson[1], Peter H. Ditto[2]; [1]Queen's University, [2]University of California, Irvine —* This research addressed two debates in the optimism literature. The first concerns whether optimism and pessimism are two distinct constructs or opposite ends of the same continuum. The second concerns whether optimism/pessimism or control/mastery is more important to mental and physical health. In the current study, 330 elderly adults (MAge = 73 years) completed the Life Orientation Test (LOT; Scheier & Carver, 1985) and the Mastery Scale (Pearlin & Schooler, 1978) plus various health measures three times at one-year intervals. To address the first issue, we conducted a confirmatory factor analysis of the LOT. Because the two-factor solution yielded the best fit, we subsequently treated optimism and pessimism as separate constructs. To address the second issue, we examined the unique effects of optimism, pessimism, and mastery at Time 1 in predicting changes in mental and physical health at Time 3. We found that lower perceptions of mastery were linked with increases in depression and bodily pain two years later. Higher levels of pessimism were associated with a decline in general health during the same period, but optimism was not significantly related to changes in participants' mental or physical health. This finding is consistent with Robinson-Whelen, Kim, MacCallum, and Kiecolt-Glaser's (1997) contention that staving off pessimism may be more important for well being than maintaining an optimistic outlook. In short, our results suggest that a strong sense of mastery and a tendency to avoid pessimistic thought may confer important health-related benefits to elderly individuals.

D55

GOAL INFLUENCES ON SELF-EFFICACY APPRAISALS: INFORMATIONAL AND ANCHORING EFFECTS *Sunyoung Oh, Daniel Cervone, Susan Hutchinson; University of Illinois, Chicago —* Much research indicates that specific performance goals enhance motivation (Locke & Latham, 1990) and that perceived self-efficacy substantially mediates these goal effects (Bandura & Cervone, 1983). Less work has addressed specific processes through which assigned goals affect self-efficacy appraisal. There are two main possibilities. Assigned goals may serve a normative informational function, implicitly providing information about attainable performance levels. Alternatively, assigned goals might function as anchors, biasing self-judgment even if they provide no task-related information (Cervone & Peake, 1986; Hinsz, Kalnbach, & Lorentz, 1997). The present study tested both possibilities by varying both the level and the informativeness of goals and by examining their impact on two aspects of self-efficacy: subjective likelihood of success (self-efficacy strength) and level of expected performance (self-efficacy level). Sixty-two participants were randomly assigned to either a control group or one condition of a 2 x 2 design: level of goal challenge (high, low) x goal informativeness (informative, uninformative). Goals were assigned on a challenging cognitive task. In the informative-goal conditions, an experimenter determined the goals. In the uninformative-goal condition, participants believed that goal levels were random numbers. After goal assignment, participants rated their performance efficacy. High level goals significantly raised self-efficacy levels. Also, there was a level x informativeness interaction, with goal level effects being stronger with informative goals. Mediational analyses indicated that subjective likelihood of success fully mediated this interaction. Thus, numeric goals

thus may serve as judgmental anchors, and goal informativeness may increase subjective likelihood judgments that further influence self-efficacy levels.

D56
INTERGROUP ANXIETY AND INTERGROUP TRUST AS AFFECTIVE AND COGNITIVE PREDICTORS OF RACIAL ATTITUDES *Karen Chen, Daryl Wout, Courtney Bonam; University of Michigan, Ann Arbor* – Various factors such as intergroup contact, degree of stereotyping, intergroup anxiety and intergroup trust have been shown to predict racial attitudes. Stephan and Stephan (1995) found that intergroup anxiety (anxiety experienced when interacting with the outgroup) was correlated to both intergroup contact and racial attitudes, suggesting that anxiety and contact are related to the affective side of intergroup attitudes (i.e., they are based on feelings and emotions regarding outgroups). We propose that intergroup trust (one's reliance and trust of outgroups) may be associated with stereotyping and racial attitudes, because trust and stereotyping both relate to intergroup attitudes' cognitive component (i.e., they are based on beliefs about the outgroups' traits). More specifically, we predict that intergroup anxiety will mediate the relationship between intergroup contact and racial attitudes, and intergroup trust will mediate the relationship between stereotyping and racial attitudes. To test our hypothesis, 85 White Americans' college students completed scales measuring their attitudes towards Blacks, trust of Blacks, intergroup anxiety when interacting with Blacks, intergroup contact with Blacks, and stereotypes they hold about Blacks. Regression analyses revealed that intergroup anxiety, intergroup trust, stereotyping, and intergroup contact significantly predicted Whites' attitudes towards Blacks. Supporting our hypothesis, mediation analyses revealed that intergroup anxiety, but not intergroup trust, mediated the relationship between intergroup contact and intergroup attitudes, while intergroup trust, but not intergroup anxiety, mediated the relationship between stereotyping and intergroup attitudes. Furthermore, intergroup anxiety and intergroup trust were not correlated. The results of this study suggest that intergroup anxiety and intergroup trust predict different components of racial attitudes.

D57
CONSEQUENCES OF ERUDITE VERNACULAR UTILIZED REGARDLESS OF NECESSITY: PROBLEMS WITH USING LONG WORDS NEEDLESSLY *Daniel M. Oppenheimer; Stanford University* – Most texts on writing style encourage authors to avoid over-complex words (see APA Publication Manual, 1994; Strunk & White, 1979; Bem, 1995). However, a survey found that approximately 75% of undergraduates admit to deliberately increasing the complexity of their vocabulary so as to give the impression that an essay is more valid or intelligent. This poster explores the extent to which this strategy of "obfuscation" is effective. Study 1 took essays from graduate school applications, and replaced nouns, verbs, and adjectives with their longest applicable thesaurus entries. Participants judged highly obfuscated essays as coming from less intelligent authors. This relationship was found for several levels of complexity, and irrespective of the quality of the original essay. Study 2 considered abstracts from sociology dissertations that pilot subjects judged as highly obfuscated. Using a simple algorithm, these essays were de-obfuscated. Again, less obfuscated essays were judged as having come from more intelligent authors. Study 3 examined different translations of Descartes "Meditation IV". Participants rated the complexity of several translations taken from the university library. Separate participants rated how intelligent the passage was. Half of the participants were aware of the author, and half were not told the source of the text. Again, there was a negative relationship between complexity and judged intelligence. This held up regardless of whether the author was known. The poster considers several possible explanations for the continued popularity of the apparently unsuccessful strategy of obfuscation.

D58
BEHAVIORAL CORRELATES OF WARMTH AND COMPETENCE STEREOTYPES *Amy J. C. Cuddy, Susan T. Fiske; Princeton University* – Survey data expand the stereotype content model (SCM; Fiske, Cuddy, Glick, & Xu, 2002) to include behavioral intentions. The SCM shows: a) two primary dimensions of stereotypes are competence and warmth; b) frequently perceived clusters combine warmth and incompetence, or competence and lack of warmth; c) envy, pity, admiration, and contempt differentiate the 4 competence-warmth combinations; and d) perceived group status predicts competence and perceived competition predicts (lack of) warmth. In the present study, on a list of intergroup behaviors, participants rated the same 24 American groups used in the SCM studies on "how likely are others to _____ this group?" Four behaviors factors emerged: passive harm (e.g., demean, exclude), active harm (e.g., fight, attack), helping (e.g., assist, protect), and cooperation (e.g., unite with, associate with). Warmth stereotypes correlated positively with help and negatively with active harm. Competence stereotypes correlated positively with cooperation and negatively with passive harm. In other words, groups perceived as warm receive help and are not attacked, while low warmth groups are attacked and not helped. Groups perceived as competent receive cooperation and are not demeaned, while low competence groups are demeaned and receive no cooperation. Moreover, intergroup emotions ratings also predicted behavioral intentions. Both admiration and envy correlated positively with cooperation and negatively with passive harm; contempt correlated negatively with helping and cooperation and positively with passive and active harm; and pity correlated negatively with cooperation and positively with passive harm.

D59
SELF-ESTEEM AND RELATIONSHIP SECURITY: THE JOY OF AN UNPOPULAR PARTNER *Mihailo Perunovic[1], John G. Holmes[1], Sandra L. Murray[2]; [1]University of Waterloo, [2]State University of New York, Buffalo* – Previous research has shown that relative to highs, low self-esteem individuals chronically underestimate how much their partners love (Murray, Holmes, Griffin, Bellavia, & Rose, 2001) and are committed to them (Downey & Feldman, 1996). Research on the Dependency Regulation Model (Murray, Holmes, MacDonald, & Ellsworth, 1998) found that priming lows with a failure experience lead them to feel especially insecure regarding their relationships. The consequence of this insecurity was that lows then engaged in relationship harmful, defensive behaviors (such as withdrawing affection) intended to protect themselves from the perceived impending rejection. In the present study, the authors speculated that lows would also be susceptible to information indicating that others desire their partners for a romantic relationship. Participants' partners returned completed questionnaires for a study supposedly intended to investigate the role personality plays in relationships. Participants were then brought into a lab where they were randomly assigned either no feedback (control) or false-feedback indicating their partners' personality profiles made them either attractive to others for a romantic relationship or not attractive. As predicted, results suggest that when given feedback indicating their partners are in high demand, lows feel less secure about themselves and their relationships. Conversely, when told that others are not interested in their partners (i.e., their partners have fewer options and are thus more likely to stay with them) lows feel more secure about their relationships and better about themselves. Interestingly then, lows may prefer partners others do not.

D60
MOVING BEYOND THE KEG PARTY: A DAILY PROCESS INVESTIGATION OF MULTIDIMENSIONAL MOTIVATIONS AND CONTEXT OF COLLEGE STUDENT DRINKING *Cynthia Mohr[1], Stephen Armeli[2], Howard Tennen[3], Molly Temple[3], M. Anne Carney[3]; [1]Portland State University, [2]Pace University, [3]University of Connecticut Health Center* – Theoretical models of alcohol consumption argue that adolescents endorse multiple drinking motivations, including drinking to

cope with negative experiences and to enhance positive experiences (Cooper, 1994). Interpersonal exchanges (e.g., arguing with a friend) may be important to each motivation, as negative exchanges are the most frequent and aversive stressors (Bolger et al., 1989) and positive social events predict enhanced positive affect (Gable et al., 2000). Further, tension-reduction and experience-enhancement drinking are thought to be context-specific. This study applied daily process methodology to examine college student drinking in different contexts, interpersonal exchanges and moods. Each afternoon for 3 weeks, 125 undergraduates (42% men) logged onto a secure website during specified afternoon hours to report their alcohol consumption during the previous night and their current day's interpersonal exchanges and moods. Participants consumed an average of 5.91 drinks per drinking day (SD = 4.35), on an average of 3.85 (SD = 2.97) drinking days during the study. Positive interpersonal exchanges were more common than negative (M = 2.39 vs. M = 0.48), as were positive moods (M=2.7 vs. 1.5, respectively, on scale of 1 to 5). Hierarchical linear modeling revealed significant associations among daily exchanges, moods and consumption. As expected, daytime negative moods predicted that evening's drinking at home, whereas daytime positive moods predicted subsequent evening drinking at home and away. Individual differences were revealed for the influence of interpersonal exchanges on drinking in both contexts. These findings highlight the importance of studying within-person processes via daily process designs.

D61
INDIVIDUALS' BELIEF IN A DANGEROUS WORLD MODERATES THE IMPACT OF GROUP CONFLICT OUTCOMES ON GROUP IMPRESSIONS *Dana C. Leighton, Zehra Pirani, Katja Hoffmann, Mark Schaller; University of British Columbia* — Positive outcomes typically lead to positive perceptions of others. So when a group emerges victorious within some inter-group competition, group members may develop more positive impressions of the groups involved. But not everyone responds this way. Our research shows that this tendency is importantly moderated by individual differences in beliefs that the world is a dangerous place. Participants (N = 71) completed a 12-item questionnaire assessing Belief in a Dangerous World (BDW; Altemeyer, 1988). These participants were randomly assigned to one of two groups, and then engaged in a group-level Prisoner's Dilemma game. (Strategy decisions were made by groups, and outcomes -- winning, losing, or tying -- pertained to groups rather than to individuals.) Following the game, each group member rated their overall impressions of their in-group and out-group. Results examined the extent to which in-group outcome (coded -1 for a loss, 0 for a tie, and +1 for win) correlated with these group impressions. Among high-BDW participants there were substantial positive correlations: A more positive in-group outcome was associated with more positive impressions of both the in-group and the out-group (r's = .48 and .63, both p's < .003). No such correlations emerged among low-BDW participants (r's = -.15 and -.02). It appears that people with a higher chronic concerns about danger are more highly influenced by the outcomes of inter-group conflicts. This may have useful implications for conflict resolution. Methods designed to facilitate post-conflict reconciliation may be differentially effective, depending on group members' chronic beliefs about danger.

D62
AFFECT AND EXPECTED PARTNER RESPONSES TO DISSATISFACTION IN FRIENDSHIPS AND ROMANTIC RELATIONSHIPS *Cheryl Harasymchuk[1], Beverley Fehr[2]; [1]University of Manitoba [2]University of Winnipeg* — The present study examined the association between expected partner responses to dissatisfaction (using the Exit-Loyalty-Voice-Neglect model) and affect in friendships and romantic relationships. While past research has linked partners' actual responses to dissatisfaction with participants' affect, the present study proposes that these experiences become stored as if-then contingencies

such that people come to anticipate how they will feel if their partner responds in a particular way. Participants completed a questionnaire assessing how they would feel in reaction to expected partner responses to dissatisfaction in the context of either a same-sex friendship or a romantic relationship. We hypothesized that higher negative affect would be associated with neglect responses in romantic relationship than in friendships (especially for women), whereas, less positive affect would be associated with voice responses in friendships than in romantic relationships (especially men). As predicted, analysis of variance analyses revealed that negative affect was higher (significantly) for neglect responses in romantic relationships than in friendships, especially for women (although not significant). Partial support was offered for the hypothesis that higher levels of negative affect would be associated with voice responses in friendships than in romantic relationships. No support was offered for the prediction that men would report higher negative affect for voice responses in friendships. The results lend support to the idea that expectations of affect associated with anticipated partner responses may play a role in influencing behavior.

D63
THE ASSOCIATION BETWEEN SPANISH LANGUAGE USE AND ETHNIC IDENTITY AMONG LATINO STUDENTS *Exequiel Arellano, Sabine E. French; University of California, Riverside* — The development of ethnic identity is a complex phenomenon, of which language use may be a critical component for Latino students. The Spanish language is strongly identified with Latino culture. Whether or not Latinos speak Spanish may play a role in their ethnic identity. In addition, whether or not one's parents speak Spanish may also impact one's ethnic identity. Both the individual's Spanish use and the individual's parents' Spanish use are expected to be positively associated with two facets of ethnic identity: affirmation/belonging – how one feels about being Latino; and exploration – how much one tries to find out what it means to be Latino. Using data on 98 first-year, Latino students at an ethnically diverse west coast university, regression analysis will be used to determine if student and parent Spanish language use predict ethnic identity. Preliminary regression analyses found that student use of Spanish was positively associated with affirmation/belonging. In addition despite a strong, positive correlation between student and parent use of Spanish, student use of Spanish positively predicted exploration, while parent use of Spanish negatively predicted exploration. These results indicate that the choice to speak Spanish strengthens one's affirmation/belonging and increases one's exploration of what it means to be Latino. However, perhaps when Latino students are in a household where the parents speak Spanish regularly, there is a lesser need to explore what it means to be Latino.

D64
SELF-AWARENESS OF AROUSAL STATES AND THE ANTERIOR CINGULATE CORTEX: AN FMRI STUDY OF PERSONALITY *Naomi Eisenberger, Ajay Satpute, Matthew Lieberman; University of California, Los Angeles* — This study examined the extent to which individuals higher in anterior cingulate cortex (ACC) reactivity, associated with discrepancy detection, were also higher in self-awareness, as indicated by their accuracy in detecting changes in physiological arousal levels. Seventeen participants first completed a functional magnetic resonance imaging (fMRI) procedure in which individual differences in the strength of ACC activation to an oddball task (a task that involves discrepancy detection) were assessed. Following this, participants completed several personality questionnaires measuring self-awareness and anxiety and then participated in an exercise task in which they were asked to report subjective arousal levels while physiological arousal levels were measured (heart rate, blood pressure). Results indicate that individuals with greater ACC activation during the oddball task were more accurate in reporting changes in physiological arousal. In addition, ACC

activation was a better predictor of arousal accuracy than the self-reported personality measures.

D65

A FUNCTIONAL ANALYSIS OF SOCIAL IDEOLOGIES *Sheri Levy, Tara West; State University of New York, Stony Brook* — Much research has explored the functions that attitudes serve for people. Despite the key role that social ideologies play in social perception and behavior, little research has addressed the functions that social ideologies serve for people. Drawing on past functional research on attitudes and on past theorizing on ideologies, we designed an Ideological Functions Inventory (IFI) assessing seven possible functions of ideologies: General Values, Experiences, Religious Beliefs, Social Utility, Self-Esteem, Comprehension, Control. Undergraduate students received course credit for completing the IFI for one of the following ideologies: Belief in a Just World, Protestant Work Ethic, Beliefs about the Malleability of Human Nature, Conventionalism, Social Dominance Orientation, Egalitarianism, and Multicultural/Colorblind Views. In the IFI, students first decided whether they basically agreed or disagreed with the ideology, and then they rated the 7 functions for their chosen position on the ideology. Factor analyses conducted on the set of ideologies provided evidence for the seven functions. Thus, there appear to be at least seven core functions that these ideologies serve for college students. However, our findings revealed that the ideologies differed in terms of the key functions they tended to serve, suggesting that some ideologies are better suited to some functions. Although more research is needed on the functions of these and other ideologies, our findings thus far provide some answers regarding ways that ideologies develop, are maintained, and may be changed.

D66

ATTACHMENT AND ATTRACTION: THE IMPORTANCE OF ACTUAL SIMILARITY, PERCEIVED SIMILARITY, AND PARTNER SECURITY *Shanhong Luo, Eva Klohnen; University of Iowa* — Whereas similarity in terms of attitudes, values and interests has been strongly linked to attraction, the evidence for the attractiveness of personality similarity to date is mixed. Moreover, recent research on couples has suggested the importance of perceptual factors to relationship quality. We thus tested the importance of actual similarity, perceived partner security, and perceived similarity to attraction. In two studies, participants (N=171, 422) either read one of four (between-subject design) or all four (within-subject design) "hypothetical dating partner" scenarios, each depicting a relationship with a partner who displayed behaviors typical of one of the four attachment styles. Participants then rated their attraction to the partner(s); their perceived similarity, and used adjectives from Klohnen and John's (1998) circumplex measure of working models to describe themselves and the romantic partner. In both studies, self perceptions, partner perceptions, and perceived similarity were systematically related to attraction, indicating that actual partner similarity, perceived security of the partner, and perceived partner similarity are all attractive. Additional analyses showed that actual similarity and perceived partner security were related to perceived similarity. Mediational analyses suggested that perceived similarity fully accounted for the effect of actual similarity on attraction. The observed link between perceived partner similarity and perceived partner security, on the other hand, was fully mediated by attraction; this result suggests that the initial attraction process might contribute to bias our perceptions of ourselves in relation to the attractive other in a more positive light.

D67

THE IMPACT OF FRIENDSHIPS/INTERACTIONS WITH ETHNIC GROUP MEMBERS VERSUS EUROPEAN AMERICANS ON THE ETHNIC IDENTITY OF AFRICAN AMERICANS, ASIAN AMERICANS AND LATINO AMERICANS *Sabine E. French; University of California, Riverside* — With the growing diversity of the US, race and ethnicity have become increasingly salient in our society. Ethnic identity – the extent to which one identifies with one's racial or ethnic group – is recognized as an important dimension of the identity of racial or ethnic minority group members. The primary purpose of this study is to examine the association of multiple dimensions of ethnic identity with friendships/interactions in multiple contexts, with either ethnic group members or European-Americans. Three contexts are examined – the college campus, home/neighborhood and high school. Preliminary regressions analyses with 301 college students (43 African-Americans, 178 Asian-Americans and 80 Latino-Americans) indicate that friendships/interactions are associated with ethnic identity, but the context of the friendship is also important. For example, the more college friends a student has that are of the same ethnicity or that are White, the greater sense of affirmation and belonging. However, the more students' parents' friends are White, the lower the sense of affirmation and belonging. The more students' college friends were of the same ethnicity the greater the assimilationist attitudes (it is better to be part of the mainstream), however the opposite was true of friends from high school. The more White professors students interact with, the greater humanist attitudes (race doesn't matter), whereas, the more White college friends, the less humanist attitudes. These relationships will also be examined within ethnic group in order to determine whether there are different relationships between friendship and ethnic identity for the different ethnic groups.

D68

UNREQUITED LOVE, TIME PERSPECTIVE, AND ATTACHMENT STYLES *JongHan Kim, Douglas Hill; University of Maryland, College Park* — Unrequited love is love which is not mutual. A previous unrequited love study (Kim, 1998) showed that would-be-lovers tend to focus on a past rather than a future time frame when participants' unrequited love essays were analyzed with Pennebaker's Linguistic Inquiry and Word Count. In this study, we used the Zimbardo Time Perspective Inventory (ZTPI, 1999) to test whether an individual's tendency to report him or herself as a would-be lover or rejecter relates to the individual's perspective on time. Eighty-two participants described their unrequited love experiences and then filled out ZTPI and attachment scales. Avoidant attachment style was significantly correlated with Past-Negative (r = .60) and Present-Fatalistic (r = .36) temporal frames. Anxious attachment style was significantly correlated with Past-Negative (r = .36) and Past-Positive (r = -.53) temporal frames. Based on a MANOVA, would-be-lovers tended to score higher on the Present-Hedonic temporal frame, whereas rejecters tended to score higher on the Past-Positive and Future temporal frames. Would-be-lovers seem to regulate themselves poorly by focusing on immediate pleasure, whereas rejecters seem to regulate themselves better by focusing on building a positive memory of the past and planning for the future. Research on the topic of unrequited love would benefit from a closer look at the dynamic of time perspective which may play an important role in how individuals think about and cope with the experience of being rejected or rejecting another person.

D69

THE RELATION BETWEEN OPENNESS, AGREEABLENESS, AND STEREOTYPING PROCESSES *Carl Persing, Michael Gill; Lehigh University* — This research examined the hypothesis that 2 of the Big Five personality traits, Openness and Agreeableness, are related to the magnitude of people's stereotypes, such that those individuals high in these traits will exhibit less stereotyping. Explicit and implicit measures of stereotyping were used to assess this possibility. In the first phase of the study, participants completed computerized versions of the Openness and Agreeableness sub-scales of the NEO-PI-R. In addition, they completed the Right Wing Authoritarianism scale, the Social Dominance Orientation scale, and the Modern Racism scale, each of which has been shown to predict prejudicial attitudes. In the second phase, participants completed explicit measures of their stereotypes of Black males, women, and gay males. Implicit stereotypes of Black males were also measured. Results for the explicit stereotyping study showed that the hypothesis was largely supported. Effects of the covariates and moderators will be

discussed. For implicit stereotyping, the hypothesis was largely unsupported.

D70

RISK IS IN THE EYE OF THE BEHOLDER: PERSONALITY AND OLDER WOMEN'S PERCEPTIONS OF SUSCEPTIBILITY TO DISEASE *Mary Gerend, Leona Aiken, Stephen West; Arizona State University* – Perceived susceptibility to disease is a fundamental causal factor in the adoption of precautionary health behavior. In the present study, we examined personality correlates of older women's perceived susceptibility to breast cancer, heart disease, and osteoporosis. Participants included a community sample of 412 women aged 40-86. A superordinate factor of general perceived susceptibility to disease was shown to underlie disease-specific perceptions of susceptibility. Affect-related personality traits (neuroticism, extraversion, optimism, worry, and self-deceptive enhancement) and internal and chance health locus of control predicted this superordinate factor of general perceived susceptibility. These findings suggest that certain affect and control-related individual differences influence people's general sense of vulnerability to health threats. Like perceived susceptibility, ratings of perceived disease characteristics (e.g., the perceived controllability of the three diseases) and the use of cognitive heuristics (e.g., perceived similarity to the typical woman who develops the three diseases) also displayed marked consistency across the diseases. Our results suggest that these factors may mediate the link between personality traits and perceived susceptibility to disease. Personality appears to act as a lens that colors perceptions of disease characteristics and the use of cognitive heuristics, which in turn may affect perceptions of risk for disease.

D71

ATTACHMENT STYLES AND REGULATORY FOCUS IN ROMANTIC RELATIONSHIPS *Heike A. Winterheld, Jeffry A. Simpson, W. Steven Rholes; Texas A&M University, College Station* – Guided by attachment theory (Bowlby, 1973) and regulatory focus theory (Higgins, 1997), this study explored whether adult attachment styles are associated with differences in regulatory focus in relationships. Both attachment working models and chronic regulatory foci are thought to originate within contexts in which significant others respond either positively or negatively to nurturance and security needs. We reasoned that secure attachment styles should be associated with a promotion focus, and insecure attachment styles with a prevention focus. Informed by previous research (Idson, Liberman, & Higgins, 2000), we predicted that attachment style differences in regulatory focus should be apparent in individuals' emotional responses to relationship-relevant events. Faced with the same negative outcome, insecure individuals should feel worse than secure individuals; faced with the same positive outcome, insecure individuals should feel less positive. This pattern should be especially pronounced in highly anxious individuals due to their inflated needs for security and reassurance. To test these notions, we manipulated regulatory focus by asking 157 individuals how they would feel about prospective outcomes in 1 of 4 scenarios. The outcomes were of equal magnitude, but two were promotion-framed (gain and non-gain outcomes) and two were prevention-framed (loss and non-loss outcomes). Highly anxious individuals reported that they would feel significantly worse about a non-gain outcome in a relationship than did secure people. Additionally, attachment insecurity was positively correlated with having a prevention focus, particularly for highly anxious individuals. Insecurity also correlated negatively with having a promotion focus, but only for highly avoidant individuals.

D72

LOVE OF HUMANITY AS AN OTHER-CENTERED EMOTIONAL EXPERIENCE *Maria Logli, Belinda Campos, Dacher Keltner; University of California, Berkeley* – The experience of love promotes a focus on others that enhances long-term bonds. Although traditional research has focused on love in romantic relationships, individuals report feeling love in a variety of relationship contexts (Fehr & Russell, 1991). The present research investigates individuals' reported experiences of love of humanity, which is defined by feelings of interconnectedness and a belief in the inherent goodness of other people. We believe this type of love is targeted towards non-kin strangers and serves to promote group solidarity. In two studies, we investigated the qualitative nature and distinctiveness of the love of humanity experience. In Study 1, participants wrote narratives describing a love of humanity experience. Coding of these narratives revealed relational themes of connection, common human identity, awareness of kindness, and desire to act upon these feelings. In Study 2, participants completed a self-report scale that used these themes to differentiate love of humanity from other types of love experiences. Love of humanity was found to be substantially independent from romantic, familial and friendship love. Taken together, the present work suggests that love of humanity may be a unique form of love characterized by heightened awareness of commonalities with others and a desire to be a part of the goodness that one sees in others. Future research aims at understanding the impact of love of humanity on social interactions and prosocial behavior.

D73

GENDER IDENTITY AND SOCIAL COMPETENCE AS PREDICTORS OF PHYSICAL AND RELATIONAL AGGRESSION AMONG AFRICAN AMERICAN ADOLESCENT FEMALES *Laura Plybon, Kelli Taylor; Virginia Commonwealth University, Academic* – This study examined the impact of gender identity and social competence on the outcomes of relational and physical aggression in a sample of 180 predominantly African American early adolescent females (mean age = 11.94 years). The students completed the Children's Sex Role Inventory, a measure of social competence developed by the Centers for Substance Abuse Prevention, and an adaptation of Farrell's (1994) Use of Violence measure. Little research to date has assessed within-group variability regarding violence outcomes: that is, are there qualities unique to one group (i.e., females) that may predispose them to higher levels of relational and/or physical aggression? A 2 (low, high social competence) by 3 (masculine, feminine, androgynous) ANOVA was conducted to assess the main effects of gender identity and social competence and their interactions. Main effects were found for both gender identity and social competence. Girls who had "masculine" gender identities had higher levels of both relational and physical aggression than "feminine" or "androgynous" girls. In addition, girls displaying lower social competence had higher levels of both types of aggression. Interaction effects were also significant: 1) girls who were "masculine" and had low social competence were the most aggressive (physically and relationally) compared to their counterparts; and 2) girls who were "androgynous" and had high social competence were more aggressive than girls regarded as "feminine" having either low or high social competence, and "androgynous" girls who had low social competence. Implications of this study will be discussed.

D74

NOT ALL SMILES ARE CREATED EQUAL: AN INVESTIGATION OF THE IMPLICIT IMPACT OF GENUINE AND POSED SMILES ON THE SOCIAL PERCEIVER. *Lynden Miles; University of Canterbury* – Smiles are universal indicators of positive affect, frequently used as a non-verbal communicative mechanism during social interaction. However, not all smiles are the same. Systematic differences exist between smiles that are spontaneous expressions of happiness, and those that are posed. Posed smiles do not recruit the same eye sphincter muscles and hence do not combine wrinkling around the eyes with the other characteristics of smiling. In social contexts, the distinction between posed and genuine smiles extends beyond physiognomic differences. An individual posing a smile is unlikely to be experiencing positive affect or happiness, yet is intentionally attempting to portray this to the perceiver. Consequently, it may be important for the social perceiver to be sensitive to the difference between genuine and posed smiles. This paper reports

the results of a study that investigated the sensitivity of perceivers to the difference between genuine and posed smiles. On a series of word judgement trials participants indicated, with a key press, the nature of a stimulus word (i.e. positive/negative; honest/dishonest; trustworthy/untrustworthy). Prior to each word presentation, participants were primed with a stimulus face displaying a genuine smile, a posed smile, a neutral face or a control shape. Response time differences in the word judgement task as a function of prime type indicated that perceivers were indeed sensitive to the difference between posed and genuine smiles. These results will be discussed in terms of the implications for person construal and social interaction, with a focus on deception detection.

D75
THE RELATION BETWEEN RACIAL ATTITUDES AND INTERRACIAL BEHAVIOR *Celesti Colds Fechter, Nilanjana Dasgupta; New School University* — One experiment examined the extent to which participants' evaluations of equally qualified Black and White job candidates vary, depending on the status of the target job and participants' implicit racial attitudes. Subjects participated in two, ostensibly unrelated studies. In the "first study" they evaluated candidates for a high-status position (Director) or a low-status position (Assistant) at the University, based on candidates' resumes and audiotaped voices. Candidates' race was unobtrusively suggested by their speaking style. In reality, these voice recordings were taped by trained actors who read a script with a Black or White accent. In the "second study" participants' implicit racial attitudes were measured using the Implicit Association Test. We predicted that high-prejudiced participants would judge White (compared to Black) candidates more competent and suitable for a high-status job, but that they would judge Black and White candidates equally competent and suitable for a low-status job. We expected low- prejudiced participants to judge Black and White candidates equally, regardless of the job type. n support of the primary predictions, results showed that high-prejudiced subjects preferred Whites over Blacks for the high-status job and showed no race bias for the low-status job. In contrast, low-prejudiced subjects showed no race bias for the high-status job, but preferred Blacks over Whites for the low-status job. These results suggest that implicit racial prejudice influences people's hiring decisions in a way that maintains the racial status quo, i.e., individuals are preferentially placed in jobs that replicate their ingroup status in American society.

D76
MEASURING IMPLICIT POWER WITH THE IAT *Angelina R. Sutin, Richard W. Robins; University of California, Davis* — The study of implicit motives is a central concern in the literature on motivation. However, the difficulty of measuring implicit motives has hindered empirical research in this area. Traditional measures, such as the Picture-Story Exercise (PSE), are time-consuming and cumbersome to administer and score. The development of a simple and quick measure of implicit motives would be of great benefit to investigators conducting empirical, and particularly experimental, research in this area. The present study describes the development of an implicit measure of one of the three primary social motives—the need for power (the need to influence and/or control others). Specifically, we adapted the Implicit Associations Test (IAT) to measure the strength of associations between self and power-related words and between valence and power-related words. Stronger associations between self and power would indicate higher levels of implicit power, and stronger associations between valence and power would indicate positive implicit attitudes about power. In addition, we used the IAT to measure implicit self-esteem by assessing the strength of association between self and valence. Participants (N = 96) completed the Power IAT, the PSE, and several self-report scales related to explicit power, including narcissism, psychopathy, Machiavellianism, and dominance. The Power IAT showed adequate reliability and theoretically meaningful relations with the criterion variables, although evidence for convergent validity

was stronger for men than for women. Implications for the measurement of implicit motives are discussed.

D77
RELATIONSHIP BETWEEN TIMING OF PUBERTY AND SEXUALITY IN MALE AND FEMALE COLLEGE STUDENTS. *Jennifer Ostovich, John Sabini; University of Pennsylvania* — We examined the influence of timing of puberty on sex drive and other sexual attitudes and behaviors in 277 male and female college students. Fifty years ago, Kinsey suggested that earlier maturers have a stronger sex drive, and thereby engage in a higher frequency of sexual behaviors (including same-sex contacts), than do later maturers. Most of the research following up this suggestion has focused on the relationship between timing of puberty and sexual orientation (SO). The purpose of this study was to test Kinsey's claim that early and late maturers differ not only in their SO, but also in their broader sexuality. Participants filled out surveys on pubertal timing, sex drive, sexual behaviors (e.g. lifetime number of sexual partners), and sexual attitudes (e.g. sociosexuality, or degree of comfort with casual sex). Timing of morphological puberty (i.e. emergence of secondary sex characteristics) was essentially unrelated to these variables. However, timing of first sexual arousal was significantly related to several aspects of adult sexuality, particularly for females. Earlier first arousal was associated with a higher sex drive, a higher degree of comfort with casual sex, an increased number of sexual partners, and a higher frequency of sexual and romantic fantasy, than was later first arousal. Earlier first arousal was related to SO for females only, and was related to self-perceived attractiveness for males only. We discuss possible classes of explanations for these results.

D78
CORRELATING MEASURES OF GROUP VARIABILITY: SEPARATE MEASURES ARE NOT EQUIVALENT. *Michael J. Migdal; Wells College* — The intergroup perception phenomenon known as the relative heterogeneity effect refers to the tendency to view one's in-group as more variable compared to their out-group. Several researchers have indicated that knowledge of this phenomenon is essential to an understanding of stereotyping. In examining the relative heterogeneity effect, researchers have typically employed one or two of several different types of operationalizations, treating them as interchangeable. However, there have been few reports of correlations among these operationalizations and no consistent pattern among those reports. The goal of this experiment was to determine the degree to which several of the most commonly used relative heterogeneity effect operationalizations intercorrelated. Participants (N=126) underwent social categorization and filled out several operationalizations of the relative heterogeneity effect. These included a range measure, a percent estimation task, two perceived dispersion tasks from which a standard deviation and probability of differentiation were derived, and two measures of global variability. Of the 28 correlations calculated, only two were large. The overall average intercorrelation was r = .16. These results indicate that operationalizations of the relative heterogeneity effect were minimally related to each other. They also suggest that the validity of the results of experiments using exploring the relative heterogeneity effect may depend upon which operationalizations are used. Therefore, past studies that used only one or two relative heterogeneity effect operationalizations may need to be replicated using a wider range of operationalizations. Although more evidence still needs to be gathered, researchers investigating the relative heterogeneity effect should consider using several operationalizations.

D79
STEREOTYPE CONFIRMATION CONCERNS AND PEER PRESSURE MEDIATED THROUGH ETHNIC IDENTITY: PREDICTORS OF SELF-ESTEEM AND PSYCHOLOGICAL WELL-BEING *Hwa Cho[1], Sabine E. French[2]; [1]Amherst College, [2]University of California, Riverside* — Ethnic identity is the aspect of the individuals' social identity derived from their knowledge of membership in a racial

143

group. Recent studies have recognized the effects of ethnic identity on self-esteem and psychological well-being among college students (Collin & Lightsey, 2001; Arroyo & Zigler, 1995; Fischer & Shaw, 1999). However, there is paucity in research concerning the influence of stereotype confirmation concerns and peer pressure on ethnic identity, self-esteem or mental health. It is likely that stereotype confirmation concerns and peer pressure to conform to racial/ethnic social norms will provide a new perspective on how individuals value their racial groups and how that value relates to their self-esteem and psychological well-being. Therefore, the purpose of this research is to determine how ethnic identity mediates the relationship between peer pressure, stereotype confirmation concerns, self-esteem, and psychological well-being, specifically among Asian, African American, and Hispanic college students. In order to test these hypotheses, survey data collected from 317 college students (181 Asian, 48 African American, and 88 Latinos) will be examined. Preliminary regression analyses across all three ethnic groups show that the more peer pressure one feels to conform to racial/ethnic social norms, the higher one's psychological distress and the lower one's self-esteem. Secondly, across all groups, greater sense of belonging to one's ethnic group was positively associated with psychological well-being. Further analysis will examine the relationships among these constructs within each ethnic group.

D80
DISTINGUISHING GRANDIOSITY FROM SELF-ESTEEM: CREATION OF THE STATE-TRAIT GRANDIOSITY SCALE *Seth A. Rosenthal, Jill M. Hooley, Yulia Steshenko; Harvard University* — Can grandiosity be distinguished from self-esteem? Previous research has considered grandiosity a fragile or defensive form of self-esteem, based on the positive nature of grandiose words and the positive correlation between the grandiose aspects of narcissism and self-esteem. However, grandiose "self-esteem" also correlates with maladaptive attitudes and behaviors such as hostility, anger, and violence (e.g., Baumeister, 2001). We developed the State-Trait Grandiosity Scale as a measure of short-term fluctuations in grandiosity to supplement research on self-esteem in narcissism, and to discriminate between healthy self-esteem, which correlates with positive attributes, and (positively-valenced) grandiosity, which correlates with negative attributes. Ninety-nine undergraduates rated 105 self-referent words potentially related to grandiosity (e.g., useless, average, brilliant) using a visual-analog scale, and completed self-esteem, narcissism, and mood scales. Reliability and Factor analyses yielded three positively-valenced subscales (Powerful, Charismatic, and Above-Average), and a fourth, negatively-valenced subscale (Diminished). Overall, narcissism and self-esteem were positively related. However, with respect to grandiosity, narcissism was positively related to the positive and negative grandiosity subscales, while self-esteem was related only to the Powerful and Charismatic grandiosity subscales. Moreover, partial correlations controlling for narcissism markedly reduced the relationship between self-esteem and the Powerful and Charismatic subscales. This is consistent with the idea that there may be positive elements of grandiosity that are linked to narcissism but are not indicative of self-esteem. Taken together, these preliminary findings suggest this scale will be a useful tool in understanding the role of grandiosity in narcissism and in discriminating it from self-esteem.

D81
OVERLEARNED MODESTY: JAPANESE SELF-PRESENTATIONS TO FRIENDS AND STRANGERS *Kaoru Kurosawa, Midori Mori; Chiba University, Japan* — Self-presentations to friends have been shown to be more modest than self-presentations to strangers (Tice et al., 1995) in the US. We expected that the pattern would be reversed in Japan. In this study, two or three pairs of undergraduate friends, all male or female, participated in an experimental session, and each person was randomly assigned and asked to independently write an essay to describe him/herself, which would later be read and evaluated either by the friend or someone else who participated together. Data for 66 participants were analyzed, and three judges rated the essays in terms of self-enhancement and modesty. Results confirmed our prediction; self-describing essays supposed to be read by a friend were relatively more self-enhancing and less modest than those aimed to a stranger. Although the directions are opposite, we believe that the explanation for the earlier finding is equally applicable to the current one. Self-deprecation and modesty are familiar, overlearned, and automatic for great many Japanese; however, they may feel less compelled by the need to appear appropriate, and perceive the partner to be possibly more lenient and forgiving, in an interaction with a friend. Taken together, the findings suggest that appropriateness of self-presentation plays an influential role in American-Japanese cultural differences in apparent self-enhancement and modesty.

D82
THE IMPLICIT EFFECTS OF COMMONLY EMBEDDED SITUATIONAL CUES ON PERCEPTIONS OF A NEGOTIATION *Aaron C. Kay, Lee Ross; Stanford University* — Perceptions and responses occurring in negotiation contexts, we suggest, may be subject to the influence of cognitive processes that operate outside of conscious awareness. Indeed, recent research by the present authors demonstrated that subtle environmental cues, such as semantic primes, can significantly influence the way individuals construe and behave in a mixed-motive game that requires participants to choose whether to 'cooperate' or 'defect'. The present research extends these findings to include 'environmental cues' that occur in actual negotiation contexts. Instead of using semantic primes, our study utilized a priming manipulation that featured either visual representations or images drawn from the world of business (i.e. power suits, board-room tables, etc.) with its highly competitive associations and connotations, or from more neutral domains. In Study 1 we sought simply to show that prior presentation of business-related images would lead research participants to show increased cognitive accessibility of the concept of competition, as measured by a word-completion task. In Study 2 we sought to show that such business-related images, as compared to control primes, would also lead participants to construe the norms of an ambiguously described interaction, and the people taking part in that interaction, as more competitive, confrontational, and argumentative. The theoretical and practical implication of these results -- that is, the possibility that physical properties and objects within a negotiation setting can act as real-world 'material-primes', affecting the way people perceive or infer norms, and thus respond to each other in the context of negotiation -- are discussed.

D83
NATURALISTIC FALLACY ERRORS IN LAY PERCEPTIONS OF PSYCHOLOGICAL RESEARCH *James Friedrich; Willamette University* — The naturalistic fallacy (NF) refers to the belief that moral prescriptions necessarily follow from empirical descriptions of nature. For example, if research does not reveal harm from some types of childhood sexual abuse (CSA), people can mistakenly infer that this demonstrates its moral acceptability. To explore this phenomenon, N=83 undergraduates read two fictitious news reports of actual research, one summarizing a meta-analysis on the effects of CSA (Rind, Tromovitch, & Bauserman, 1998) and the other a study on sugared food advertising's effects on children (Goldberg, Gorn, & Gibson, 1978). The 2x3x2 factorial design manipulated cognitive busyness (high vs. low) and essay content (research summary only, summary plus NF moral claim, or summary plus caution against NF inferences), with responses measured immediately and again after 3 weeks. In terms of NF errors, students endorsed as "true according to the research" roughly half of the set of test statements asserting moral claims. Including a caution against NF errors reduced but did not eliminate such errors for the sugared food essay; it had no impact on responses to the CSA essay. NF errors increased over time for the food topic but not for the CSA topic. Cognitive busyness generally did not impact errors. Additional measures indicated that students anticipated

little difference between the moral views of the researchers (not revealed) and those of essay writers, with the perceived views of the researchers predicting respondents' own NF errors. Implications of fact-value confusions for recent controversies involving psychological research and public policy are discussed.

D84

I DIDN'T KNOW IT WOULD HAPPEN: EFFECTS OF ACCOUNTABILITY AND NEED FOR COGNITIION ON HINDSIGHT BIAS *Todd Joseph[1], Mark Pezzo[1], Melissa Stephenson[1], Kevin Bass[1], James Porter[2]; [1]University of South Florida, [2]University of Florida* — People who learn that their decision caused negative outcome don't always exhibit hindsight bias (Louie et al., 2000). To what extent is this effect explained by cognitive vs motivational factors? The present study examined a "motivated sensemaking" model of hindsight, manipulating public accountability and measuring need for cognition (NFC). Participants read about "Mr. Samuels," serving time for a drug offense, and were asked whether or not to parole him. They then were assigned to either a "private" condition -- assured that their responses would remain anonymous, or a "public" condition -- told that they would participate in an "online discussion" and must publicly defend their choice. This manipulation was used to "bolster" or commit participants to their decision (Tetlock, 1989). Participants were informed that Mr. Samuels was released, given positive, negative, or no outcome information, and then rated (a) decision quality (b) perceived likelihood of a re-offense (c) how much the outcome "made sense," and (d) whether they felt they should have known what would happen. Typical hindsight effects occurred for quality and likelihood measures, although privately, high NFC Ss receiving a negative outcome continued to believe their decision was good, even though they rated a negative outcome as more likely. Effects of defensive processing were also exhibited via a reduced willingness to admit that a negative outcome "made sense" in the public condition. It is argued that some forms of defensive processing may actually exacerbate the hindsight bias if it causes people to think about the outcome more.

D85

DOES SELF-COMPLEXITY BUFFER STRESS? YES, NO, MAYBE -- DEPENDING ON THE MEASURE! *Dana Waichunas, Kathryn Oleson; Reed College* — Our study examined Linville's theory of self-complexity including an evaluation of statistics used for measuring the construct and its role in buffering stress. Linville (1987) demonstrated that self-complexity moderates the relationship between stress and consequent health outcomes such that individuals with high levels of self-complexity are less prone to the adverse effects of stress. Controversy exists regarding this finding, however, due to researchers' inability to replicate it, leading some to question the construct validity of Linville's measure. In an attempt to reconcile these findings, we employed a design identical to Linville's original demonstration of the stress-buffering hypothesis, and we also included several alternative measures of self-complexity: positive self-complexity, negative self-complexity, overlap among self-aspects, and number of self-aspects. Sixty-five students participated in a 2-week prospective study in which the various measures of self-complexity and stress were assessed at Time 1, and health outcomes were assessed at both Time 1 and Time 2. Moderational analyses showed that low self-complexity and medium positive self-complexity acted as buffers of stress-related depression and perceived stress; low levels of overlap among self-aspects buffered stress-related depression; and negative self-complexity alone predicted higher levels of depression and perceived stress. In sum, the self-complexity statistic, as calculated by Linville, performs in opposition to her original theory, while alternative measures of the construct provide some support for her theory. This study provides valuable insight into the nature of self-complexity as a construct and into the possible relationship between self-concept organization and well-being.

D86

DIFFERENTIAL EFFECTS OF INTRA-GROUP POSITION ON VARIABILITY AND THE ACCURACY OF GROUP JUDGEMENTS. *Hazel Willis[1], Miles Hewstone[2]; [1]University of Gloucestershire, [2]University of Oxford* — Group membership has been shown to moderate both variability and the accuracy of group judgements. However, it has been assumed that all group members will make equivalent judgements. In reality, group members may differ in their prototypicality and also the social alignment of groups may differ. The prototypicality of group members and the social alignment of groups require consideration. A series of 2 (prototypicality: core/peripheral) x 2 (distance between groups: overlapping/medium/wide) x 2(target: in-group/out-group) x 2 (stereotypicality: stereotypical/counter-stereotypical) x 2 (valence: positive/negative) mixed model ANOVAs, with repeated measures on the last three factors, explored effects. Participants were lead to believe, on the basis of a pre-test, that they were either prototypical or on the periphery of their group. Pictorial information showed participants' own position within their group and the social alignment between their own and another group. Participants rated themselves, their in-group, and their out-group on a series of pre-tested traits that were either stereotypical of the in-group or the out-group with equal numbers of positive and negative traits within each category. From the ratings, group variability and accuracy DVs were calculated. Core group members appear to act for and on behalf of their group but this was achieved by an inaccurate perception of the out-group. Conversely, peripheral group members did not display bias but were more accurate than their core counterparts. Consideration of intra-group processes in terms of intergroup relations is necessary for a clearer picture of whom, in a group, will make what judgements.

D87

REFLEXIVE COMPETITION AND ITS SELF-REGULATION. *Caterina Bulgarella[1], Gabriele Oettingen[1,2], Peter M. Gollwitzer[1,3]; [1]New York University, [2]University of Hamburg, [3]University of Konstanz* — Three studies investigated the occurrence of competition as a reflexive goal-directed behavior. In all three experiments, while performing a speed-accuracy trade-off task, participants were exposed to the speed performance of a simulated other person supposedly working on the same task. In Study 1, regardless of whether participants were assigned an accuracy only goal ("be as accurate as possible"), or a speed & accuracy goal ("be fast but accurate"), and regardless of whether or not they received accuracy feedback, participants sped up as soon as the other person started to become faster. In Study 2, despite increased task difficulty, and, thus, despite a higher probability of mistakes, reflexive competition ensued strongly among participants with a speed & accuracy goal, but not among participants with an accuracy only goal. In addition, in the speed & accuracy goal condition, where participants sped up, more mistakes were made than in the accuracy only goal condition. In Study 3, we hypothesized and observed that implementation intentions - "If I encounter Situation X, then I'll perform Behavior Y" – (Gollwitzer, 1999) helped regulate the reflexive competition observed among participants with a speed & accuracy goal. Interestingly, the effect of implementation intentions depended on how they were formulated. Implications of the results for the spontaneous emergence and for the effective self-regulation of competitive urges are discussed.

D88

MODIFICATIONS OF THE INCLUSION OF OTHER IN THE SELF (IOS) SCALE BEYOND THE CLOSE RELATIONSHIP DOMAIN *Arthur Aron[1], Debra Mashek[2], Patrick Meyer[2]; [1]State University of New York, [2]George Mason University* — The Inclusion of Other in the Self (IOS) Scale consists of a series of pairs of circles (as in a Venn diagram), overlapping to various degrees, in which the respondent indicates the pair that best describes his or her relationship with a particular other person. The measure has been widely used in relationship research. It was originally

developed in the context of a model of close relationships which posits shared elements (or activation potentials) in people's cognitive representations of themselves and of close others and it has been found to correlate strongly with information processing and memory-based measures of this construct, among other indicators. Recently, a number of independent researchers have successfully adapted the original measure for use in contexts beyond the close relationship domain. This paper reviews some of these adaptions, including their theoretical implications. Specifically, we consider creative derivations of the IOS Scale to study inclusion in the self of (a) possible selves, (b) individuals not in a close relationship with the self such as strangers in need of help; (c) a variety of ingroups and outgroups (e.g., ethnic groups, fraternities and sororities, those sharing or not sharing one's college major, sports teams); and (d) the natural and physical environment. (e) We also consider some other derivations of the IOS Scale we are using in current research, including a measure of prison inmates' perceptions of overlap with the criminal community and with the non-criminal community.

D89
ADAPTIVENESS, HASSLES EXPOSURE AND OUTCOME: A LONGITUDINAL COMPARISON OF THREE MODELS *Paul Kohn, Emily-Ana Filardo; York University* – Kohn and Veres (2001) found a partial mediation of auspicious effects of adaptiveness on student adjustment to university through hassles exposure. The present study was designed to replicate Kohn and Veres' findings and investigate the pattern of the relationship between adaptiveness and hassles exposure. It aims to test differentially, three hypotheses: 1) individuals higher in adaptiveness organize their lives so to minimize hassles exposure; 2) individuals higher in adaptiveness may retrospectively downplay their exposure to hassles; and 3) both hypotheses 1 and 2 may operate simultaneously. Participants (N = 392) completed measures of adaptiveness, major life experiences, retrospective ratings of mundane hassles, and adjustment to university. Of these participants, 206 also completed daily hassles checklists each day over the course of one week. Structural equation modeling replicated Kohn and Veres' findings and showed best fit and excellent fit for Hypothesis 3.

D90
EASE OF RETRIEVAL EFFECTS IN PERSUASION: THE ROLE OF UNREQUESTED THOUGHTS *Carlos Falces[1], Pablo Briñol[2], Zakary Tormala[3], Richard Petty[3], Benjamin Sierra[2]; [1]Universidad Miguel Hernandez de Elche, [2]Universidad Autonoma de Madrid, [3]Ohio State University* – The ease of retrieval effect suggests that people who generate many favorable thoughts about a position can be less persuaded than people who generate few favorable thoughts. The dominant explanation for this effect is based on the availability heuristic – when people experience difficulty generating arguments, they presumably infer that few such arguments exist, but when generating the arguments is easy, they infer that many such arguments exist. The present research tested an alternative mechanism by which ease of retrieval effects can occur. Specifically, when people are asked to generate a large number of arguments in one direction, they might also spontaneously generate a number of arguments in the opposite direction (i.e., unrequested thoughts), which could influence their judgment. When people are asked to generate a small number of arguments, the number of unrequested thoughts, and their potential impact, might decrease. In the present research, participants were asked to generate 2 vs. 10 arguments against an issue and to press a key each time they had a thought in favor of that issue. Results showed evidence for an ease effect, with more persuasion in the easy rather than difficult condition. However, we also found that participants in the difficult condition generated more unrequested thoughts, and when we controlled for the number of those thoughts, the ease of retrieval effect disappeared. This finding is discussed in relation to thought ambivalence and recent research examining the role of thought confidence in ease of retrieval effects (Tormala, Petty, & Briñol, 2002).

D91
CHEATER DETECTION AND TRAIT ATTRIBUTION: EVIDENCE FOR DOMAIN-SPECIFIC ENHANCEMENTS AND REVERSALS IN THE FUNDAMENTAL ATTRIBUTION ERROR *Brandy N. Burkett[1], Lee A. Kirkpatrick[2]; [1]University of California, Santa Barbara, [2]College of William & Mary* – The fundamental attribution error (FAE) suggests that people attribute others' behavior, more often than their own behavior, to dispositional rather than situational factors. The FAE is assumed to be domain general, applying equally to the attribution of all kinds of attitudes and personality traits. Based on social exchange theory (Cosmides, 1989), according to which humans have evolved specialized psychological mechanisms dedicated to detecting and identifying cheaters in social exchange, I reasoned that people should be particularly vigilant about inferring dispositional traits associated with dishonesty. I therefore hypothesized that dispositions associated with dishonesty would enhance the magnitude of the FAE. This hypothesis was tested in two experiments using methodology adapted from previous FAE research (Nisbett, Caputo, Legant, & Maracek 1973) in which participants rated traits of the self and other. Results confirmed the primary predictions: Participants gave higher ratings to others on dishonesty than on other comparable negative traits, whereas self-ratings of dishonesty were lower than self-ratings of other negative traits. The reverse pattern was observed for positive traits, with participants attributing more honesty than other comparable positive traits to themselves, but less honesty than other positive traits to others. These results support the hypothesis that some attribution processes may be linked to evolved, domain-specific inferential mechanisms.

D92
SOCIAL PROJECTION TO INGROUPS AND OUTGROUPS: A META-ANALYTIC INTEGRATION *Jordan Robbins, Joachim Krueger; Brown University* – Social projection is the tendency to generalize one's own traits, beliefs, or attributes to others. In most studies, the target group of projection is a group to which the participants themselves belong (i.e., an ingroup). Over the last decade, a number of investigators have also asked whether projection extends to outgroups, or whether perhaps people project negatively to outgroups, thus perceiving them as dissimilar. Using a random effects approach, the present meta-analysis integrates the findings of 40 effect sizes of projection to ingroups and 40 effect sizes of projection to outgroups. As expected, projection to ingroups was rather strong with a weighted correlation between self-ratings and group ratings of .44. In contrast, projection to outgroups was much weaker (M = .15), but not reversed. This basic effect of social categorization was partially qualified by the nature of the target groups. Projection to target ingroups, but not outgroups, was greater for ad hoc groups created in the laboratory. However, it did not matter whether projection correlations were computed idiographically (within participants and across items) or nomothetically (within items and across participants); and it did not matter whether participants rated both ingroups and outgroups or only one of the two. Contrary to the findings of an earlier review (Mullen et al., 1985) and consistent with the self-anchoring hypothesis (Cadinu & Rothbart, 1996), projection effects were slightly larger when participants made self-ratings before making group ratings.

D93
BREAKING UP IS HARD TO DO: THE EVOLVED PSYCHOLOGY OF MATE EXPULSION *Sean Conlan; University of Texas, Austin* – Human mateships rarely last a lifetime. Over the course of human evolutionary history it would have been reproductively beneficial to jettison an existing mate under a variety of circumstances. Current mates could divert resources to others, inflict costs, or merely lose the value inherent in the initial mate selection. Incrementally better mates could become available. A host of costs linked with breakup militate against mate expulsion. These include the disruption of extended kinship ties forged through the mateship, the loss of parental resources for existing children,

and potential reputational damage linked with mateship dissolution. Natural selection has likely forged decision rules favoring mate expulsion when the net benefits were sufficient to outweigh the costs. Selection may have also forged coevolved defense mechanisms designed to guard against being an unwanted "victim" of a potential mate expulsion. I outline a theory of the coevolution of adaptations for mate expulsion and adaptations for defenses against unwanted mate expulsion. The present two studies tested specific hypotheses about the decision rules and tactic usage that follow from this theory. In study 1, participants judged the likelihood of mate expulsion in a variety of contexts. In study 2, participants judged the likelihood of performance and the effectiveness of a range of mate expulsion tactics. Results suggest sex differences in 1) the contexts in which men and women initiate mate expulsions; and, 2) the usage and perceived effectiveness of mate expulsion tactics.

D94

SUBJECTIVE AND OBJECTIVE SELF-ENHANCEMENT: HOW ARE THEY RELATED TO ADJUSTMENT? *Jenny Kurman; University of Haifa* — The present study pertains to three issues: First, a new differentiation between subjective and objective self-enhancement is posited. Subjective self-enhancement is defined as a general tendency to perceive the self positively, and objective self-enhancement is defined as differences between self-evaluation in a certain area and an explicit external criterion that is known to the individual. The present study shows that subjective self-enhancement is more prevalent than objective self enhancement. Lack of the former is indicative of depressive tendencies. Relations between subjective self-enhancement and depressive tendencies were found for the lower range of the subjective self-enhancement distribution. Objective self-enhancement is less prevalent, and becomes indicative for narcissistic tendencies within the upper range of the objective self-enhancement distribution. Second, it was shown that previously reported positive relations between intrapsychic adjustment and subjective self-enhancement are contributed mainly by relations within the lower range of subjective self enhancement, whereas previously reported negative relations between objective self-enhancement and performance are mainly contributed by relations within the upper range of objective self-enhancement. Third, a combined measure of self-enhancement, based on the subjective and objective self-enhancement distributions, showed curvilinear relations with performance: Individuals with intermediate levels of self-enhancement reached a higher level of performance than either low or high self-enhancers. The combined self-enhancement measure also revealed that low self-enhancers reported lower well-being and lower self-esteem than the other two groups that did not differ among themselves. The importance of the two constructs of self-enhancement in understanding self-enhancement adaptability was discussed.

D95

THE EMOTIONAL CONSEQUENCES OF IMPLICIT-EXPLICIT AUTONOMY MOTIVE INCONGRUENCE *Chantal Levesque[1], Kirk Warren Brown[2]; [1]Southwest Missouri State University, [2]University of Rochester* — A consistent finding in the dual motive literature is a low or null relation between implicit and explicit measures of achievement, power, and other TAT-assessed motives. The lack of congruence between implicit and explicit motives raises important questions about its consequences for psychological well-being (McClelland, Koestner & Weinberger, 1989). Building on the work of Zelenski and Larsen (2001), who found that incongruence between the implicit and explicit power motive was associated with poorer mental health, the present research examined the consequences of incongruence between implicit and explicit autonomous motivation for day-to-day (experience-sampled) emotional well-being. The Implicit Association Test (IAT) was adapted to assess implicit dispositional autonomy and self-report scales measured explicit autonomy. Individuals showed a strong implicit association between autonomy and the self, and moderately high levels of self-reported autonomy. However, paralleling TAT-assessed motive research findings, implicit

and explicit autonomy were uncorrelated. Incongruence between implicit and explicit autonomy predicted higher levels of experience- sampled unpleasant affect. These levels of day-to-day unpleasant affect were as high as those found among individuals with low levels of both implicit and explicit autonomy. While autonomy has been consistently associated with mental health (Ryan & Deci, 2000), research to date has relied on self-report measures. The present results point to the potential importance of complementing our analysis of autonomy and other motive dispositions with parallel, implicit measures of motive dispositions. Research is needed to further examine the consequences of motive incongruence and to examine the origins and malleability of such incongruence.

D96

FRAMING OF CONDOM-USE MESSAGES: THE DISTINCTION BETWEEN RELATIONSHIP-THREATENING AND PREVENTATIVE HEALTH BEHAVIORS *Susan Kiene[1,2], William Barta[1], Dee Lisa Cothran[1]; John Zelenski[1,3]; [1]Washington University, [2]University of Connecticut, [3]Carleton University* — Studies have shown that message framing affects health-related persuasion (e.g. Rothman & Salovey, 1997). According to Prospect Theory (Tversky & Kahneman, 1981), individuals are risk-averse when considering benefits and risk-taking when considering losses. Therefore, messages advocating non-risky behaviors framed in terms of benefits-gained, and risky behaviors framed in terms of benefits-lost, should be most persuasive. This study compared the convincingness and importance ratings of gain and loss-framed persuasive condom use messages. Condom use behaviors may involve a high-level of interpersonal risk (relationship-threat) such as negotiating condom use with a partner, or minimal risk (positive health outcomes), such as carrying condoms. We predicted that loss-framed messages would be more effective in the relationship-threat condition, whereas a gain-frame would be more effective in the health-related condition. Participants (N = 167) were presented with gain and loss framed messages on both the health aspects, and on the relationship-threatening aspects, of condom use and rated how important and how convincing the messages would be to college students. A main effect appeared for message type, such that relationship-threat messages were rated as more convincing and important than health messages. A significant cross-over interaction between frame and message type occurred. The gain-frame was rated as more convincing than the loss-frame for health messages, whereas the loss-frame was rated as more convincing than the gain-frame for relationship-threat messages. Furthermore, significant gender differences appeared. These findings suggest that in the framing of condom use messages, it is important to differentiate between relationship-threatening and health-related messages.

D97

THE UNUSUAL LANGUAGE OF SUICIDALITY *Lori Stone[1], James Pennebaker[1], David Lester[2]; [1]University of Texas, Austin, [2]Richard Stockton College of New Jersey* — Recent studies have begun to uncover reliable linguistic patterns associated with depression and suicide. Depression is characterized by high levels of first-person pronoun usage (specifically, high levels of "I," but not "me" or "my"). Additionally, depression has been characterized by low levels of positive affect and high levels of negative affect. A recent study of suicidal poets (Stirman & Pennebaker, 2000) suggested different patterns among suicidal individuals. While use of 1st person pronouns remains high, suicidal individuals use emotion and body-related language quite differently. Two studies were conducted to explore the language of suicide. First, we examined 2 years of diary entries from a young woman who committed suicide days after her final entry. This longitudinal study revealed surprising and unusual linguistic patterns that are clearly distinct from the pattern associated with depression. She did exhibit the predicted pattern of intense self-focus as seen in her very high use of the pronoun "I," and her use of emotion words and body-relevant words displayed the same patterns that were

hinted at in the suicidal poets paper. In a 2nd cross-sectional study, we examined suicide notes of 20 individuals who attempted vs. successfully completed suicide. Curiously, notes from successful suicides were characterized by greater references to the future, as well as greater numbers of references to other people, and gender differences were exaggerated in successful suicides. Implications of these findings for early identification of suicidality and discrimination from depression are discussed.

D98

INTIMACY AND CONFLICT: LIMITING NEGATIVE BEHAVIORS *Betty Witcher, Korrel Kanoy; Peace College* – How couples respond to conflict within relationships has a profound impact on the health of those relationships as well as the health of the individuals in the relationship (Fincham & Beach, 1999). Previous research has found that conflict tactics impact commitment to a relationship, such that verbal aggression is associated with commitment while the use of reason and violence are not (Billingham & Sack, 1987). It was hypothesized that a similar pattern of results would be found for the association between conflict tactics used and intimacy. Two hundred and eighteen college students participated in a study designed to examine the association between intimacy and conflict within dating relationships. Participants and their dating partners completed questionnaires designed to measure intimacy, conflict, and measures of relationship health (e.g., commitment, dyadic adjustment). Intimacy was unrelated to both the use of reason and violence in response to a disagreement, but was negatively associated with the use of verbal aggression in response to a disagreement. In addition, participants reported higher levels of intimacy when their partners engaged in fewer negative behaviors (e.g., "nagged me"). This suggests that intimacy is associated with the lack of negative actions by romantic partners rather than the use of positive actions within the relationship.

D99

CATEGORISATION, HOMOGENEITY, AND ATTRIBUTION: OUT-PERSON HOMOGENEITY AND THE ACTOR-OBSERVER EFFECT. *Ken Mavor[1], Katherine Reynolds[2]; [1]University of Southern Queensland, [2]Australian National University* – The outgroup homogeneity effect (Jones, Wood, & Quattrone, 1981) describes a well-known feature of intergroup perception; that we perceive reduced variability amongst members of an out-group. Haslam, Oakes, Turner and McGarty (1995) argue from self-categorisation theory that this effect can be understood as a relative contrast effect determined by the comparative context of the judgements. If the SCT analysis of homogeneity were also to apply to the level of individual perception, the same pattern would be seen as an example of the actor-observer effect (e.g., Jones & Nisbett, 1971; Watson, 1982). In a series of studies, we applied the Haslam et al (1995) paradigm to inter-personal judgements. Participants made attribute judgements about themselves and/or another person either alone or in an interpersonal comparative context. The judgement contexts were manipulated in both independent and repeated measures designs. Judgements were found to be more homogenous for others than for self, and for explicit interpersonal comparative contexts. More homogeneous judgements were also associated with more dispositional attributions. The implications for research in categorisation and attribution are discussed.

D100

MOTIVATED ENTITATIVITY *Brian Uldall, Marilynn Brewer; Ohio State University, Columbus* – The "entitativity" (Campbell, 1958) of a group has been defined as the extent to which it has the property of an entity. Previous work on how perceivers disentangle the complexity and ambiguity apparent in the social world has focused on elements shared amongst sets of persons (i.e. similarity, common fate, proximity) that would encourage the perception of 'groupness'. In departing from this traditional approach, cases where group perception is motivated are presented, employing cognitive consistency theories frame predictions of group vs. non-group perception. Content analyses of opinionated reactions to two selected U.S. Supreme Court decisions, and the results of two scenario experiments provided limited support for the hypotheses. Regarding the content analysis studies, as predicted, perceivers writing in Gore-endorsing newspapers demonstrated a greater tendency to deentify the Supreme Court following its decision regarding Bush v. Gore (2000) election case, but this effect did not reverse as predicted in a comparison analysis of the Sternberg v. Carhardt abortion case. Experimentation revealed evidence that when a positively valenced court body ruled in a manner favorable to the perceiver's position, that perceiver is more likely to perceive the court as an entitative group. Interpretations and implications of these results are discussed in light of past and current work on group perception.

D101

EXPECTANCY VIOLATIONS AND COUNTERFACTUAL THOUGHTS *Cheryl Dickter, Kelli Kirk, Bruce Bartholow, Lawrence Sanna; University of North Carolina, Chapel Hill* – Research suggests that when expectancies about another person are violated as opposed to confirmed, participants tend to evaluate target persons more extremely in either a positive or negative direction. Research also shows that unexpected outcomes tend to elicit spontaneous counterfactual thoughts (CFs; i.e., generating alternatives that are either better or worse than actual outcomes). The current study investigated whether interpersonal expectancy violations might elicit counterfactual thoughts, and whether the type of CF generated differs following target-based expectancies (i.e., based on individuating information about a target) versus category-based expectancies (i.e., based on a target's social category memberships). One hundred seven undergraduates were randomly assigned to examine information about a target person, presented either with race information (category-based condition) or without (target-based condition), that either confirmed or violated racial stereotypes (category-based condition) or prior individuating information (target-based condition). Although the overall number of CFs generated did not differ significantly as a function of target characteristics, results showed that participants generated more downward CFs (i.e., how the outcome could have been worse) in category-based expectancy violation conditions, and that the expectancy violation effect was larger for Black targets than for White targets, ß = .14, p< .05. In contrast, upward counterfactuals (i.e., how the outcome could have been better) were more influenced by target-based expectancy violations, ß = .20, p< .01, but not category-based violations. These findings indicate that people generate different types of spontaneous counterfactual thoughts following an expectancy violation, depending on whether the expectancy violation is target-based or category-based.

D102

ETHNICITY'S ROLE IN AFFECTIVE REACTIONS TO INGROUP AND OUTGROUP PICTURES *Lisa M. Brown, Margaret M. Bradley, Peter J. Lang; University of Florida* – Ingroup bias research reveals people generally prefer and favor ingroup members relative to outgroup members. In contrast, prejudice research suggests people derogate and disadvantage members of outgroups relative to ingroups. This work may be integrated with emotion research that suggests that there are both appetitive and defensive systems: ingroup bias may derive from the appetitive system while prejudice may derive from the defensive system. We examined the subjective ratings and physiological responses of African American and European American participants to pictures in order to test the ingroup bias and prejudice hypotheses. We selected pleasant, neutral and unpleasant IAPS pictures that depicted either Black or White targets. We continuously measured EKG, skin conductance, and facial EMG activity while participants viewed each picture. In addition, we recorded startle responses to 50ms noise bursts at 95db presented during 6s picture presentations. Following picture offset, participants rated each picture in terms of perceived pleasure, arousal and dominance. In Study 1, participants interacted with both ingroup and outgroup experimenters, while in Study 2, they interacted with either ingroup or outgroup experimenters.

Study 1 produced no ethnic differences in self-reported picture ratings, but in Study 2 ethnicity did interact with picture content in that people had more extreme valence ratings of ingroup pictures relative to out-group pictures. In both studies, while European American participants generally displayed affective startle modulation, African American participants did not, in part because the probability of startle elicitation was low. Results suggest ethnic differences rather than ingroup bias or prejudice.

D103

THE (LIMITED?) ROLE OF SKIN TONE IN JUDGMENTS OF RACIAL TYPICALITY, EVALUATIVE EXPRESSION, AND PHYSICAL ATTRACTIVENESS *Keith Maddox, Stephanie Gray; Tufts University, Medford* – In many social psychological discussions, skin color is often assumed to be the most salient, and hence the most important, feature in judgments of racial categorization. By extension, within-category variation in skin tone is thought to be important in judgments of racial typicality. Lay conceptions also implicate skin tone in judgments of physical attractiveness and evaluative judgments. This study examined the role of facial phenotypic features in judgments of racial typicality, affective expression, and physical attractiveness in Black males. Participants rated faces of Black males on each of these dimensions. Through the use of digital manipulation, lighter- and darker-skinned versions of each photograph were also rated. The digital manipulation of skin tone also permitted an investigation of the causal role of skin tone in these judgments. Univariate ANOVAs suggested that darker skin tone led to greater perceptions of racial typicality and negative affective expression, but was not related to perceptions of physical attractiveness. Linear regression analyses provide a picture of the role of skin tone relative to other features. Natural and manipulated variation in skin tone were each significant predictors of racial typicality. However, skin tone was not the most significant predictor in either case. Manipulated variation (not natural) predicted ratings of negative affect. Neither natural nor manipulated variation in skin tone predicted ratings of physical attractiveness. The results suggest that variation in skin tone is both more and less important in various judgments than lay conceptions and theorists imply.

D104

REPUTATION THREAT : WHEN REPUTATION IS MAINLY THE RESULT OF A STEREOTYPE *Marie Lyne N. Laliberte, Francine Tougas; University of Ottawa* – Social stereotypes play an important role in shaping the reputation of a social group. In fact, numerous researches have shown that negative stereotypes about the ability of a group in a specific domain can be seen as a threat to its members and therefore interfer with their perfomance in that domain (see Steele, 1997). The goals of the present study are to first demonstrate that the negative stereotype about the lower abilities of women in mathematics does indeed interfer with women's perfomance on a mathematical task, but furthermore, this study aims to demontrate that men's performance in mathematics can also be negatively affected when the stereotype is invalidated. A total of 94 participants (49 women, 45 men) took part in this experiment. They were assigned to one of the three following experimental conditions: neutral, stereotype validation, and stereotype invalidation. Participants were presented a serie of arithmetical equations and had to verify the correctness of each equation as quiclky as possible. The number of incorrect answers was the dependent variable. Results showed that, as in previous studies, women's performance was poorer when the were presented with the stereotype about their lower ability in mathematics. On the other end, men showed a significant decrease in performance when the stereotype was invalidated. These results reprent a first attempt in trying to demonstrate that non-targeted groups can also be contextually threaten when they perceived that the advantages coming from a particular stereotype can be lost by the invalidation of this stereotype.

D105

MECHANISMS OF SELF-CONTROL FAILURE: MOTIVATION AND LIMITED RESOURCES *Mark Muraven, Elisaveta Slessareva, Dikla Shmueli; State University of New York, Albany* – Research has found that individuals who are lower in self-control strength because of previous self-control exertions perform more poorly on subsequent tests of self-control. The present experiment suggests that this effect may be moderated by motivation. In particular, depletion and motivation jointly determine self-control performance. Individuals who were depleted and believed that exerting self-control would help individuals with Alzheimer's disease performed better on a subsequent test of self-control than individuals who believe the task would not help others. When the incentives for exerting self-control are low, depleted individuals perform more poorly on measures of self-control than non-depleted individuals, even though the groups did not differ on any variable (e.g., mood, arousal, frustration, effort exerted) except the amount of self-control exerted in the first part of the experiment. However, when the incentives for exerting self-control are high, depleted individuals performed as well as non-depleted individuals. People can compensate for depletion if sufficiently motivated. The results imply that self-control performance is determined by more than just previous self-control demands; motivation has a role. Overall, depleted individuals were more sensitive to the potential rewards for exerting self-control than non-depleted individuals, which has implications for why self-control breaks down, especially when individuals' self-control strength is depleted. The results also may help explain why participants in studies on depletion quit frustrating tasks without cursing the experimenter aloud for the pain they have suffered.

D106

ATTENTION EFFECTS DURING THE PERCEPTION OF THREATENING HEALTH VIDEO SCENES: AN EVENT-RELATED POTENTIAL APPROACH *Rob Ruiter, Bernadette Schmitt, Liesbeth Wouters; Maastricht University* – The present study tested the effects of threatening health commercials on attention. We measured the electric brain potential (event-related potentials or ERP) of participants while they were watching the commercials and at the same time had to carry out a simple auditory (oddball) tone detection task – which was used to measure the amount of attention. Seventeen female participants were exposed to threatening and non-threatening TV commercials about the negative consequences of smoking, unsafe sex, and alcohol abuse in a fully within-subjects experimental design. At the same time, participants listened to low tones (85% prevalence) and high tones (15% prevalence), randomly presented at a rate of one tone per second. The participants' task was to react to the high tones by pressing a button. In such a task, the ERP shows a specific pattern related to attention: the signal recorded around 100 ms after tone presentation (i.e., N100) has been associated with the process of early sensory attention. The signal at around 300 ms after onset (P300) has been related to attention during stimulus evaluation. We observed that the auditory N100 was larger during the processing of threatening compared to non-threatening commercials. This finding suggests that participants paid more attention to the auditory task while watching the threatening scenes than while watching the non-threatening scenes, regardless of the health topic. According to Kahneman's attentional resources theory the results imply that participants paid less attention to threatening than to non-threatening video scenes in early sensory stages of information processing.

D107

THE EFFECT OF THE CATEGORY LABELS: HOW THE SOURCE AND THE NATURE OF THE CATEGORY LABELS AFFECT INTER- AND INTRA-CATEGORY SIMILARITY. *Francesco Foroni, Myron Rothbart; University of Oregon* – In this experiment we examined how different category labels affect the perception of within- and between-category similarity. Two hundred thirty-nine undergraduates were presented with silhouette drawings of women, ordered along a continuum of body

shape (i.e., ponderosity) from very thin to very heavy. The presence or absence of category boundary markers and of category labels was experimentally manipulated. Moreover, the source of the category labels was manipulated (i.e., peer- or expert-generated labels) as well as the nature of the labels (i.e., weak labels such as 'above-average' or strong labels such as 'obese'). The presence of category labels influenced judgments of similarity as well as absolute estimates of weight. The labels produced a significant increase in perceived within-category similarity (assimilation effect) as well as a marginal decrease of between-categories similarity (accentuation effect). Participants presented with strong labels show bigger effects than those presented with weak labels. This difference is significant when the sources of the labels are peers and not when the sources are experts. These data suggest that the labeling effect is a product of both factors: the source of the labels and the type of the labels itself.

D108

WHEN COMPLEX THINKING LEADS TO BIAS: THE MEDIATING ROLE OF ATTRIBUTIONAL COMPLEXITY IN HINDSIGHT JUDGMENTS *Justin T. Bailey, G. Daniel Lassiter; Ohio University* — Attributional complexity (AC) is an individual differences measure aimed at determining the intricacy of one's thought patterns. Fletcher et al. (1986) found that high AC's are more motivated and better able to generate causes for events than low AC's. Previous research by us (Bailey & Lassiter, 2002) indicated that this ability to more elaborately explain the outcome of events led to a more profound hindsight bias. This bias has been explained in terms of people's desires to make sense of an outcome (Fischoff, 1975; Roese & Olson, 1996). Therefore, in this study we predicted the interaction between outcome and level of AC would be mediated by the complexity of thoughts generated by the participants. Thus, those with more complex explanations for a given outcome would demonstrate a stronger hindsight bias. Undergraduates (N=259) read four brief scenarios. Half were provided an outcome and half were not. After reading each scenario, they were asked to rate the a priori likelihood of two possible outcomes and to record any thoughts they had while reading and generating probability estimates. Results indicated that both the expected hindsight bias and the level of AC X outcome interaction were replicated. Analysis of the coded thought listings showed a strong correlation between the magnitude of hindsight bias and the complexity of the thoughts, supporting our hypothesis. These findings provide further evidence for the mediating role of complexity in hindsight judgments, suggesting that high AC's attempt to make sense of the outcome and amplify their bias as a result.

D109

RESPONSES TO A DEVALUED IDENTITY: COPING PROCESSES AND NEUROENDOCRINE OUTCOMES *Kimberly Matheson, Barbara Cole; Carleton University* — Despite recognition that experiences of prejudice and discrimination are highly stressful, limited consideration has been given to process-oriented models assessing coping styles used to buffer individuals against challenges to their psychological (e.g., depression, self-esteem) and physiological well-being. A correlational (N=950) survey indicated that members of a devalued group reported higher collective esteem when they endorsed coping styles that involved cognitive restructuring, distraction, and social support seeking, but not when emotion-focused or ruminative coping predominated. A subsequent experimental paradigm, in which the identity was negatively challenged or positively affirmed (N=72), revealed that a threat to a collective identity was experienced as stressful. Further, salivary cortisol levels were elevated when the negative consequences of the identity were appraised as uncontrollable and emotional expression was employed as a coping strategy. However, if group members endorsed cognitive restructuring as a coping style, they were more likely to believe that they could control these consequences, were more optimistic about the future, and involuntary distress reflected by elevated cortisol levels was less evident. A third study (N=120) showed that perceived social support from within the

group buffered members against the identity challenge. When such support was not perceived, an intervention involving cognitive restructuring (finding other positive attributes of the group) enhanced collective esteem. The findings suggest that intergroup responses involve the complex interplay among stressor appraisals, coping strategies and resources. The absence of effective coping to deal with a devalued identity affects neuroendocrine functioning, which may favor the evolution of pathological states.

D110

A NEW PERSPECTIVE ON SELF-MONITORING: IMPRESSIONS FROM THE EYES OF THE PERCEIVER *Kari Harness, Amanda Diekman; Purdue University, West Lafayette* — The extent to which people self-monitor, or look to other people or the environment for cues as to how they should behave, has been linked to a wide range of social and behavioral outcomes. However, relatively little work has examined how perceivers react to high versus low self-monitors. Because self-monitoring involves interpersonal skill, we predicted that high self-monitoring would be more compatible with the female gender role, which has traditionally focused on interpersonal qualities. To examine these predictions, we asked participants to read a short description of a male or female target individual who was described as participating in various behaviors. Embedded in the ten behaviors were three behavioral tendencies adapted from the self-monitoring scale (Snyder, 1974) that suggested either high or low self-monitoring. Participants then rated the likelihood that the individual possessed positive and negative gender-stereotypic characteristics and provided evaluations of the individual. Low self-monitors were perceived as possessing more masculine characteristics, whereas high self-monitors were seen as possessing more feminine characteristics. The low self-monitor was perceived as particularly high, relative to the high self-monitor, in positive masculine personality characteristics. Whereas both the high and low self-monitors were evaluated positively in competitive contexts, interpersonal contexts favored the high self-monitor and disfavored the low self-monitor. Despite evidence that level of self-monitoring provides information about gender-stereotypic traits, few effects of target sex were found, suggesting that individuating information about level of self-monitoring overrode the influence of gender roles.

D111

WHETHER TO APPROACH OR AVOID: BEHAVIORAL TENDENCIES MEDIATED BY SPECIFIC EMOTIONS, NOT GENERAL VALENCE *Justin Storbeck[1], Michael D. Robinson[2]; [1]University of Virginia, Charlottesville, [2]North Dakota State University, Fargo* — Bargh and colleagues (Bargh & Chartrand, 1999; Chen & Bargh, 1999) have argued for a direct link between evaluated stimuli and associated behavioral tendencies. They proposed that automatic evaluation of stimuli elicits a behavioral disposition to approach positively evaluated stimuli and avoid negatively evaluated stimuli. This experiment was intended to determine if the behavior of approach/avoidance is mediated by specific emotions and not general valence. To test this claim, we serially presented pictures displaying one of five emotional categories of fear, sadness, disgust, calm, and excitement onto a 4X4 foot screen, in which the participants sat infront of. The task was either to reach forward (approach) and hit a response box (attached to screen) placed in the middle of the picture or to reach back (avoid) depressing the response box once the picture was presented. The results significantly demonstrated that participants were faster to approach, t(14) = 2.26, p < .05, and avoid, t(14) = 2.13, p = .052, positive pictures compared to negative pictures. This result condradicts the valence general approach-positive and avoid-negative frame-work, which would have predicted faster responses to negative pictures in the avoid condition. Furthermore, correlational analysis revealed higher fear and calmness pictures were associated with faster forward and backward responses. But higher disgust and sadness pictures were associated only with slower backward responses, this suggests emotional specific behavioral tendencies. The results argue that a

general valence behavioral disposition to appoarch positive and avoid negative stimuli cannot fully account for behavioral tendencies to specific emotions.

D112

RACE AND RAGE: IMPLICIT PREJUDICE AND THE DETECTION OF FACIAL ANGER *Kurt Hugenberg, Galen Bodenhausen; Northwestern University* – It is a relatively uncontroversial claim that humans are biologically prepared to detect and decode the facial emotions of others, especially when those emotional displays are threatening (e.g., Dimberg & Öhman, 1996). The current research investigated the extent to which our implicit prejudice affects this biologically prepared process. Results of two studies indicated that implicit prejudice of Whites (as measured by the IAT) predicts perceptions of hostility in ambiguously hostile African-American (but not White) male faces. In Study1, we employed a speeded decision task, in which White participants decided whether ambiguously hostile African-American and White faces were hostile or non-hostile. Results indicated that those relatively high in implicit prejudice saw hostility more often amongst African-Americans than did those low in implicit prejudice. In Study 2, we employed a facial expression off-set task (e.g., Niedenthal et al., 2000), in which White participants decided when a target with a changing emotional display showed the initial emotion offset. Results indicated that those relatively high in implicit prejudice perceived anger to linger for longer but only in African-American faces. Importantly, implicit prejudice did not predict perceived hostility for White targets in either study. Moreover, in neither study did explicit prejudice predict perceived hostility in either African-American or White faces. Implications are discussed for the effects of implicit attitudes on perceptual processes and interpersonal interactions.

D113

COUNTERFACTUALS, SEVERITY AND FOCUS: FACTORS THAT INFLUENCE THE IMPACT OF COUNTERFACTUALS ON JUDGMENTS OF A CRIMINAL DEFENDANT *Amanda Scott; Ohio State University, Columbus* – The current study examines how considering counterfactuals (ways that things might have turned out differently) can change participants' judgments of a criminal defendant. Participants were asked to read various vignettes about a criminal case and to make various judgments about the defendant. In Experiment 1, the severity of the crime, operationalized as the amount of injury suffered by the victim, and the specific type of counterfactual considered were manipulated. Results seemed to indicate assimilation effects, such that when participants considered better outcomes (upward counterfactuals) they judged the defendant less harshly and when they considered worse outcomes (downward counterfactuals) they behaved more punitively towards the defendant. This result is similar to other studies in the crime and counterfactual literature (Wells and Gavanski, 1991; Macrae, 1992; Macrae et al, 1995) but is contrary to more mainstream work on counterfactuals which suggests that they function mainly to cause contrast effects (see Roese and Olsen, 1993 for a review). In Experiment 2, a focus manipulation was added such that half the participants thought of themselves as the victim while half thought about a similar other as the victim. It was hypothesized that differential focus might help explain when counterfactuals lead to assimilation effects and when they lead to contrast effects. Results indicated main effects for severity and focus, but the predicted counterfactual by focus interaction did not emerge. Implications for the counterfactual and severity literatures are discussed, as are directions for future research.

D114

CLASSICAL CONDITIONING OF IMPLICIT SELF-ESTEEM *Jodene Baccus, Mark Baldwin, Dominic Packer; McGill University* – Recently, the idea that self-esteem has an implicit, non-conscious component has been explored. Implicit self-esteem is defined, in part, as an automatic evaluation of the self. We posit that this component of self-esteem arises primarily from associations between the self-representation and positive interpersonal information. In previous research using a self-esteem Implicit Association Test (IAT) we found that classically conditioning self-relevant information to photographs of smiling faces in a game-like computer task increased implicit self-esteem. The current study included an additional measure of implicit self-esteem, the Name Letter measure, administered both before and after the classical conditioning procedure. Using a composite score of implicit self-esteem (IAT and Name Letter), we again found that those in the experimental condition had higher implicit self-esteem. Interestingly, this effect was most pronounced for those who began the study with both low explicit and implicit self-esteem. The most robust effects, however, were on the Name Letter measure. Completing the experimental procedure led to significantly higher post-treatment implicit self-esteem when compared to the control condition. Furthermore, participants in the experimental condition showed a significant change between pre and post measures of implicit self-esteem, while there was no significant difference for those in the control group. Participants were also asked to imagine several interpersonal situations involving the possibility to aggress against another student in adversarial conditions. A significant correlation between low explicit self-esteem and aggressive tendencies was present in the control condition; however, those who underwent the self-acceptance conditioning procedure did not show this correlation.

D115

THE SELF-ENHANCEMENT AND BOND-BUILDING FUNCTIONS OF NEGATIVE GOSSIP *Sarah Wert, Peter Salovey; Yale University* – This study was a test of the hypothesis that people who were reminded of a time when they felt socially rejected, compared to people who were reminded of a time when they felt socially accepted, would talk more negatively about a third person (gossip). Friend pairs (N = 46, 30 female) were asked to generate together a list of four people whom they both knew. They were then led to private cubicles in which they each wrote a short essay. Half of the dyads wrote about a time when they felt socially rejected and the other half wrote about a time when they felt socially accepted. The dyads were then re-united and asked to choose one of the people on their list to talk about for 10 minutes. Participants' taped conversations were rated by two coders, both unaware of participants' experimental condition, using a 7-point scale, from very negative to very positive. Inter-rater reliability was acceptable (r = .93), and thus the individual ratings were combined into a single measure. The conversations of dyads in the rejected condition were rated as being significantly more negative (M = 3.28, SD = .68) than the conversations of dyads in the accepted condition (M = 4.37, SD = .80), F(1,21) = 12.363, p < .002. This finding is discussed in terms of the function of gossip being both self-enhancement and bond-building.

D116

FEELING PROUD: THE IMPORTANT ROLE OF SOCIAL COMPARISON INFORMATION *Leslie Gaines, Jamieson Duvall, J. Matthew Webster, Richard H. Smith; University of Kentucky, Lexington* – Praise may be effective at eliciting feelings of pride in that it may provide either implicit or explicit social comparison information with which to evaluate relative performance. To test this possibility, the present study took the form of a 3 (Feedback) X 2 (Normative Information) between-participants design. Specifically, participants received one of three types of feedback (no praise, praise without explicit social comparison information, and praise with explicit social comparison information) following successful completion of a cognitive ability task. Furthermore, half of the participants received additional "computer-generated" normative information suggesting high ability. This was done in an effort to examine the contribution of normative information independent of that provided by the praise manipulation. Results of the study indicate that, in the absence of any specific details regarding performance, receiving any type of explicit social comparison information increases feelings of pride. However, if previously provided with performance information through

either the feedback or normative information manipulation, receiving additional social comparison information results in only a negligible increase in pride. These findings suggest that in contrast to the more general performance feedback supplied by mere praise, it is only when praise provides a fairly specific criterion against which to compare performance that individuals' feelings of pride are actually amplified. Implications are discussed with respect to the emotion and performance satisfaction literature.

D117

ALL GENDER STEREOTYPES ARE NOT CREATED EQUAL: ASYMMETRIES IN AFFECTIVE REACTIONS TO MASCULINE WOMEN AND FEMININE MEN *Erica Carranza[1], Deborah A. Prentice[1], Jeff T. Larsen[2]; [1]Princeton University, [2]Texas Tech University* – Previous research has demonstrated that agentic women are targets of discrimination: Compared with agentic men, they are less likely to be hired for jobs that require interpersonal skills. Social psychologists have traced this discrimination to the fact that women's agency violates prescriptive gender stereotypes and thereby elicits the negative reactions that are typically meted out to social deviants. In two studies, we examined more closely the assumption that women who display masculine qualities - and, likewise, men who display feminine qualities - are viewed as social deviants. Participants in both studies listened to 60 male and female students make statements that reflected strongly masculine, strongly feminine, or gender-neutral qualities. In Study 1, participants rated their affective reactions to each speaker on four emotion scales and one social evaluation scale. In Study 2, we assessed their immediate, involuntary affect toward each speaker using facial electromyography. Contrary to popular assumptions, there was little evidence in either study for more negative reactions toward women who displayed masculine qualities (including agency) than toward men with the same qualities. Indeed, all masculine speakers elicited fairly negative affect. On the other hand, men who displayed feminine qualities were clearly perceived as social deviants, eliciting more surprise, derisive amusement, and negative affect than their female counterparts. These results suggest that discrimination against agentic women is not driven by adverse reactions to their deviation from gender stereotypes. Instead, it seems to stem from differences in what are perceived as legitimate reasons not to hire women and men.

D118

THE ROLE OF INTERGROUP EMOTIONS IN CROSS-CATEGORIZATION *Daniel A. Miller, Eliot R. Smith; Purdue University* – Intergroup Emotions Theory (IET) offers a theoretically new perspective from which to examine cross-categorization. According to IET, emotions can arise in situations relevant to the social self, and these emotions are moderated by cognitive appraisals and are linked to specific action tendencies (Smith, 1993). For example, an appraisal of threat to the in-group along with the belief that the in-group has the strength to deal with this threat should produce feelings of anger and the tendency to want to attack the out-group. Whereas, an appraisal of threat to the in-group along with the belief that the in-group does not have the strength to deal with this threat should produce feelings of contempt and the tendency to want to avoid the out-group. The current research seeks to examine whether negative patterns of evaluation based on different emotions can led to different action tendencies. Participants identified themselves as members of two crosscutting groups, and then responded to several emotion, evaluation, and strength appraisal measures. Results indicated that when a target was an out-group member on at least one dimension and the perceiver felt strong on that dimension, the perceiver reported increased feelings of anger and desire to want to attack the target. However, when the target was an out-group member on at least one dimension and the perceiver felt weak on that dimension, the perceiver reported increased feelings of contempt and desire to want to avoid the target. Furthermore, the effects of strength and target combined in an additive fashion.

D119

ISSUES AND CERTAINTY OF EMOTIONAL EXPERIENCES: THE ROLE OF CULTURE *Rong-kou Liu[1], Ruey-ling Chu[1], Batja Mesquita[2], Mayumi Karasawa[3]; [1]National Taiwan University, [2]Wake Forest University, [3]Tokyo Woman's Christian University* – We investigated the cultural difference in daily emotions by gathering data from "emotion diary" recorded four times a day through an eight-day period. Participants were undergraduates in Taiwan and in the US. The results showed that Taiwan participants rated higher importance than US participants on inter-dependence-oriented issues, yet concerning the independence-oriented issues no significant difference on the importance rating was obtained. The certainty of emotional experiences was better predicted for Taiwan participants than for US participants by interdependent issues. On the opposite, the US participants were more strongly associated with independent issues than Taiwan participants were. It was thus concluded that the importance of an event influences the certainty of an individual's emotional experience, while the role culture plays is to determine the importance of an emotional issue as well as how the certainty is related to the importance of issues.

D120

SELLING FROM THE HEART: EMOTIONAL SCHEMATICITY IS RELATED TO USE AND PURCHASE OF A PRODUCT FRAMED WITH AN EMOTIONAL MESSAGE *Dana R. Carney, Judith A. Hall, Mahima Subramanian; Northeastern University* – Research shows that being schematic for emotion can guide attention toward emotion independent of mood (Carney, Hall, Carmichael, & Filip, 2002). We predicted that emotionally schematic individuals would show a preference for emotionally-framed stimuli by assuming that an emotional schema is the result of an enriched learning history with emotion, and by employing the notion that preference increases with exposure. If emotionally schematic individuals have increased exposure to emotion, then they may show a preference for it. Three measures of emotional schematicity (e-schema), a projective, self-report, and similarity-rating task, were given to 69 participants who were randomly assigned to one of two conditions. After reading a statement about the coronary benefits of taking "an aspirin a day," a picture of a phony product, St. Jarna Aspirin, was paired with either an emotionally-framed advertisement: "St. Jarna Aspirin, trust it with all of your heart," or a neutrally-framed advertisement: "St. Jarna Aspirin, take it for your heart." Participants were asked to report willingness to use and purchase the product on a 5-point scale. A contrast analysis showed that, as predicted, individuals high on e-schema, when shown an emotionally-framed product advertisement, were more likely than anyone else to report more willingness to use the product if it were offered to them, $F(1,65)=2.82, p<.10; r=.20$, and purchase the product, $F(1,65)=6.26, p<.02; r=.30$ (both analyses independent of mood; neither changed with gender as a covariate). This study suggests that simply framing advertisements with an emotional message may promote use and purchase of products among individuals high on e-schema.

D121

COPING WITH CHRONIC ILLNESS: SPOUSAL SOCIAL CONTROL *Sarah A. Novak[1], Vicki S. Helgeson[1], Stephen J. Lepore[2], David T. Eton[3]; [1]Carnegie Mellon University, [2]Brooklyn College of CUNY, [3]Northwestern University* – It has been suggested that social control (attempts by relationship members to influence each other) may improve health behavior, but also lead to psychological distress. Ninety-three men with prostate cancer were interviewed about their health behavior, psychological well-being, and wives' social control. Interviews were conducted at three time periods: 1.5, 3.5, and 9.5 months after the start of treatment. As expected, social control had a positive effect on some health behaviors. Social control was associated with more kegel exercises at all time periods, and predicted more kegel exercises over time. However, more social control was associated with less sleep and relaxation. In addition, less sleep predicted an increase in social control over time. As

predicted, social control was associated with indicators of poor psychological well-being, including more depression, more intrusive thoughts, lower self-esteem, and lower self-efficacy. Social control also predicted greater depression, lower self-esteem, and lower self-efficacy over time. Relationship variables were examined to determine whether the effects of social control depend on relationship quality. For one outcome, self-esteem, we found an interaction between social control and spousal conflict, such that social control was associated with higher self-esteem in low conflict relationships but lower self-esteem in high conflict relationships. These results suggest that there is a reciprocal relation between social control and health behavior, that there are psychological costs to social control, and that relationship quality may moderate these relations.

D122

AN FMRI STUDY OF SELF-SCHEMAS IN COMEDIANS AND ATHLETES *Matthew Lieberman, Johanna Jarcho; University of California, Los Angeles* — Following a design similar to Markus (1977), professional comedians and college soccer players indicated whether adjectives relevant to the two activities were self-descriptive while brain images were collected in a functional magnetic resonance imaging (fMRI) procedure. Participant schematicity was deteremined behaviorally by subtracting RTs for self-relevant schema task from non-self-relevant schema task. More schematic participants had decreased neural activity in the right temporal lobe (including the hippocampus and temporal pole) and frontal lobes, but more activity in the basal ganglia when responding to self-relevant words than non-self-relevant words. These results suggest that as self-knowledge becomes automatized it is less dependent on the explicit memory structures of the temporal lobe.

D123

"HOT/COOL" DYNAMICS IN ANGER REGULATION: INTERACTION OF PSYCHOLOGICAL DISTANCING AND EMOTIONAL PROCESSING *Ethan Kross[1], Ozlem Ayduk[2], Walter Mischel[1], Geraldine Downey[1]; [1]Columbia University, [2]University of California, Berkeley* — Drawing on the "hot/cool system" analysis of self-regulation (Metcalfe & Mischel, 1999), this study examined how psychological distancing and emotional processing interact to mediate "hot" feelings of anger and hostility. After recalling an autobiographical anger-inducing experience participants (n = 193) were randomly assigned to one of four conditions in a 2 (non-distanced vs. distanced) X 2 (emotional processing: descriptive vs. analytic) design. Psychological distancing was manipulated by instructing participants to either relive their experience (non-distanced perspective) or watch themselves as an observer to their experience (distanced perspective). The study distinguished between descriptive emotional processing, in which attention is focused on describing the specific emotions one is experiencing, and analytic emotional processing, in which attention is focused on identifying the causes and reasons underlying one's emotions. Based on the assumption that distancing attenuates "hot" system activation while analytic emotional processing activates "cool" system dynamics, we expected that anger would be lowest when participants engaged in analytic emotional processing while distancing. Results for both implicit and explicit measures supported this prediction. These findings help clarify the psychological mechanisms that differentiate "hot," affect-driven rumination from "cool" emotional processing in coping with experiences that generate anger and rage. The potential long-term physical and mental health benefits associated with using psychological distancing and analytic emotional processing as a coping strategy, as well as the larger theoretical and clinical implications of these findings will be discussed.

D124

CATEGORIZATION OF BIRACIAL INDIVIDUALS: BLACK, WHITE, OR SOMEWHERE IN-BETWEEN? *Shirley Wang, Geoffrey Cohen; Yale University* — Individuals of mixed ethnicity provide a unique opportunity to examine categorization and stereotyping of those with multiple racial identities. Black and White bi-racials, for instance, can be viewed as Black, White, or somewhere between these two groups. To the extent that White social perceivers seek to maximize racial difference, they are likely to apply a "one-drop-of-blood" heuristic and categorize bi-racials as Black. To the extent, however, that they seek to minimize racial difference, they are likely to categorize bi-racials as White. White participants viewed photographs of two target persons, each of whom was either Black, White, or bi-racial (i.e., half-Black and half-White). They then rated each target along traits stereotypical of African Americans. We found that how bi-racial targets were perceived depended on social context: When paired with a Black person, they were viewed much like White targets. But, when paired with a White person, they were viewed as stereotypically Black. These contrast effects were enhanced when the photograph was accompanied by an explicit reference to each target's ethnicity. And they occurred most among participants high in modern racism, r(26) = .43, p < .05. Results suggest that stereotyping of bi-racial targets is motivated, in part, to protect the racial purity of one's ethnic ingroup. When bi-racial targets are in perceptual proximity to Whites, more racist social perceivers maximize difference and categorize them as members of the ethnic outgroup. Such behavior has implications not only for the social well-being of bi-racial individuals, but for their self-identity formation as well.

E1

IN-GROUP REJECTION: ASIAN AMERICANS AND THE "PERPETUAL FOREIGNER" STEREOTYPE *Sapna Cheryan, Benoît Monin; Stanford University* – Literature abounds on conflicts between groups, but psychology has much less to say about tensions between distinctly positioned members of the same group. We sought to explore the relationship between individuals on the boundary of a group and those squarely within it. Our studies examined one case in particular, that of Asian Americans, a group on the fringes of the American in-group because they are often seen as being perpetual foreigners and therefore un-American. Studies 1, 2, and 3 found that while self-ratings on American did not differ between Asian Americans and European Americans, Asian Americans were indeed considered less American and were aware of being perceived in this way. In-group rejection, or the phenomenon of repeatedly not being fully accepted as a group member, can have real psychological consequences; in Study 4, reminding participants of their status within the group by asking them if they were American freed European Americans, who are solidly considered American, to express more anti-American views. In contrast, Asian Americans did not express the same shift in views because the question served to remind them of their fringe status as Americans and did not give them the same immunity. By looking deeper into individual groups, we learn that they are not coherent and well-defined entities but instead carry unique relationships with various allegiances and understandings, all of which contribute to their dynamic and complex nature.

E2

STRATEGIC SELF-PRESENTATION AND SELF-ESTEEM: COMPENSATORY SELF-ENHANCEMENT AND COMPENSATORY SELF-PROTECTION. *Anthony Hermann[1,2], Robert Arkin[1]; [1]Ohio State University, Main Campus, [2]Kalamazoo College* – A study, based on the methodology of Baumeister (1982) was conducted to investigate the self-presentation styles associated with different levels of self-esteem, specifically the degree to which those low and moderate in self-esteem will engage in favorable self-presentation by denying negative characteristics to compensate for a negative public image. Participants pre-tested on measures of self-esteem participated in a study of acquaintanceship in which they expected to meet a stranger and play a game. Prior to meeting their partner, under the guise of simulating a realistic acquaintanceship situation, participants received a positive or negative personality profile, which they believed would also be read by their upcoming partner. After receiving a profile, participants completed a measure of self-presentation, a questionnaire to be read by their partner. Unlike the bipolar scales used in other studies (e.g., sincere--insincere), the questionnaire included ratings of single traits using scales anchored with degrees of descriptiveness (e.g., extremely non-descriptive--extremely descriptive). First, participants rated themselves on desirable traits both related and unrelated to the profile, and then on undesirable traits also either related or unrelated. Regression analyses revealed, similar to Baumeister (1982), that only those very high in self-esteem indicated that desirable unrelated traits were more descriptive after receiving a negative profile than after a positive profile, an effect known as compensatory self-enhancement. Analyses of undesirable items, however, revealed that all participants at all levels of self-esteem, indicated that unrelated undesirable traits were less descriptive after negative profile than a positive profile, indicating compensatory self-protection.

E3

A SHORT-TERM LONGITUDINAL STUDY OF CRUSHES: ATTACHMENT, PARTNER PERCEPTIONS, AND PERCEIVED SIMILARITY, SAFETY, AND FAMILIARITY. *Mary Choe, Eva C. Klohnen; University of Iowa* – Although a fair amount is known about initial attraction within the laboratory and about dating and marital relationships, little is known about the initial stages of relationship development. Our short-term longitudinal study on "crushes" (3 month test-retest interval; N = 135) was specifically designed to examine the importance of the following factors in initial relationship development: individual differences in attachment characteristics, security of partner perceptions, perceived similarity to self, perceived similarity to ideal, perceived familiarity, and perceived safety. Analyses showed that stronger attraction to one's crush both concurrently—at Time 1—and prospectively—3 month later at Time 2—was predicted by (1) secure attachment (lower anxiety and avoidance), (2) perceptions of one's crush as having a positive other model (e.g., as loving, affectionate, not distant, cold), (3) perceiving one's crush as similar to one's ideal self, and (4) describing one's crush as familiar and as safe. Path analyses conducted to test a model predicting Time 2 attraction from Time 1 factors indicated that anxious and avoidant attachment influences attraction only indirectly, through the perceptions of the crush as having a negative other model, which in turn influences perceptions of the crush as being less similar to the ideal and as less safe, and this lack of perceived ideal similarity and safety, in turn, predicts attraction; avoidant attachment also predicted lower perceived familiarity of the crush, which in turn predicted attraction. This model was able to predict almost half (49%) of the variance in Time 2 attraction (adjusted R^2 = 46%).

E4

SELECTIVE ACCESSIBILITY IN COUNTERFACTUAL THINKING: A TEST OF THE REFLECTION AND EVALUATION MODEL *Keith Markman[1], Matthew McMullen[2], Jennifer Ratcliff[1]; [1]Ohio University, Athens, [2]Montana State University, Billings* – Bearing a close relation to Mussweiler and Strack's (2000) selective accessibility model, we proposed that engaging in counterfactual thinking increases the accessibility of knowledge about the self that is evaluatively consistent with the counterfactual standard. Participants recalled a somewhat negative event academic event and then generated either upward or downward counterfactuals in a reflection ("vividly imagine what might have happened instead") or evaluation ("vividly imagine the event and what might have happened instead") mode of mental simulation. Participants then engaged in a lexical decision task that included a word associated with high self-efficacy (capable) and a word associated with low self-efficacy (unable). We predicted that participants would be faster to respond to "capable" after generating upward counterfactuals, but would be faster to respond to "unable" after generating downward counterfactuals. However, because reflection invokes a narrower focus of attention upon the standard itself than does evaluation, we expected that differences in the speed of lexical decisions would be more pronounced in the reflection than in the evaluation conditions. Additionally, in order to distinguish between the accessibility of self-related knowledge versus general semantic knowledge, half of the lexical decisions were preceded by a self-prime (I, my, me), and we hypothesized that the predicted interactions would only occur if the lexical decisions were preceded by self-primes. The results conformed to predictions, thus providing evidence for an emerging reflection and evaluation model of comparative thinking (Markman & McMullen, 2002).

E5

EMOTIONAL REACTIONS TO GOOD AND BAD EVENTS HAPPENING TO OTHERS CAN HAVE RELATIVISTIC ORIGINS *Heidi Eyre, Richard Smith; University of Kentucky* – The objective qualities of positive and negative events happening to others should influence the emotions these events arouse in observers. However, research demonstrating the relativistic nature of many human judgments suggests that such emotions might be based on relativistic appraisals as well. The purpose of the present study was to show that observers' emotional reactions to both good and bad things happening to others will be influenced by how observers' own experiences compare with these events. Participants took a test of intellectual ability and received false feedback suggesting that they had done well or poorly. Later, they viewed written performance feedback apparently given to another "participant" suggesting that this other participant had performed relatively better or worse. Finally,

they gave evaluative and affective reactions to the feedback given to the other participant. The results showed that the relative experience of actual participants influenced both their other-focused (e.g. happy for, sorry for, pity) as well as their self-focused (e.g. envy, shame, and pride) emotions. Compared to those who did poorly, participants who did well were happier for the even more successful other participant and more sorry for the unsuccessful other participant. Also, successful participants were more proud of their score when the other participant did poorly, and unsuccessful participants were less ashamed of their own score when the other participant did even more poorly. These results supported the view that many emotional reactions to events happening to others, as well as events happening to ourselves, are partially determined by relativistic considerations.

E6

THE GOOD AND THE BAD OF RELATIONSHIPS: EFFECTS OF SOCIAL HINDRANCE AND SOCIAL SUPPORT ON RELATIONSHIP MOODS IN DAILY LIFE *Eshkol Rafaeli, James A. Cranford, Amie S. Green, Niall Bolger, Patrick E. Shrout; New York University* — We examined the main and interactive effects of social hindrance and social support on negative and positive relationship-specific moods in two daily diary studies. Participants in Study 1 were 68 law students who completed daily diaries before, during and after a major acute stressor—the New York State Bar Examination (n = 35 days). Participants in Study 2 were 166 graduate students who were not facing a particular stressor (n = 28 days). Consistent with previous research, we found higher levels of received support among the high-stress sample. Social hindrance occurred with considerably lower frequency than social support in both samples. In the stressed sample, hindrance and support independently predicted same-day positive relationship moods (contentment, passion, and feeling loved) and negative relationship moods (anxious mood, depressed mood, anger, and rejection). For the negative moods, the effects of hindrance were stronger than those of support. Support buffered the effects of hindrance on negative but not positive moods. In the non-stressed sample, hindrance and support independently predicted same-day positive relationship moods, but only hindrance predicted negative moods. The stress-buffering effects of support were also replicated, again only for negative moods. Taken together, the results suggested (a) an asymmetrical crossover effect, where hindrance affects both positive and negative outcomes, while support has less effect on negative outcomes; (b) stress-buffering effects of support appear to be limited to negative relationship moods. Implications of the findings for alternative models of social relations and psychological adaptation were discussed.

E7

THE SOCIAL CONTEXT OF STEREOTYPE CHANGE *Vincent Yzerbyt[1,2], Andrea Carnaghi[2]; [1]Catholic University of Louvain, Belgium, [2]Catholic University of Louvain, Louvain-la-Neuve* — Two studies tested a social model of stereotype change. In Study 1, students were asked to form an impression about a deviant member of a stereotyped group and informed that they would later communicate their impression to members of an antagonistic outgroup or an ingroup. As expected, whereas the prospect of meeting an ingroup audience led participants to contrast the deviant from the category on the counter-stereotypical information, the anticipated interaction with an outgroup led participants to assimilate the deviant to the category on the counter-stereotypical information. In Study 2, we kept constant the relationship between participants and the audience - both audiences were perceived as an ingroup- but we selected the audiences so that one would hold a positive stereotype and the other a negative stereotype about a target group. In both cases, we expected that participants would endorse the assumed stereotype of the audience and use it in order to define the typicality of the counter-stereotypical member of the stereotyped group. As predicted, when participants expected to communicate their impression about the target to the "negative view" ingroup, they excluded the deviant from the representation of the group in order to maintain the assume stereotype of audience. In sharp contrast, when participants expected to communicate the impression about the deviant target to members of a "positive view" ingroup, they showed a reduced tendency to a-typicalize the deviant target. These results are discussed in light of recent efforts aimed at stressing the role of the social context in the maintenance and change of stereotypic views about outgroups.

E8

AFTER 9-11: IDEOLOGY, MORTALITY SALIENCE, AND THE PRIMING OF TERRORIST EVENTS *Jennifer A. Goss, Christopher E. Gavin, Erin E. Larkum, Chandra Y. Osborn, Blair T. Johnson; University of Connecticut* — To examine whether visual priming of September 11th events have similar effects as mortality salience, college undergraduates were assigned to the cells of a 2 (mortality salience: high vs. low) X 2 (9-11 vs. neutral urban images) design. A computer, supposedly present for a different study, delivered either the 9-11 or the urban screensaver images while participants completed the mortality salience (or control) condition in individual cubicles. Participants then evaluated two essays that either criticized or glorified American values (Greenberg, Simon, Pyszczynski, Solomon, & Chatel, 1992), responded to liberalism-conservativism items, and completed word stems, some of which were death relevant. Participants who were relatively liberal and those who felt relatively affected by the events of 9-11 completed fewer death-related words, so analyses controlled for these factors. Conservatives liked the pro-American essays much more than liberals but this tendency abated under mortality salience; the images had no impact. Death-related word completions were more likely under high mortality and 9-11 salience than in the remaining cells, which did not differ from each other. This latter effect suggests that 9-11 salience is somewhat similar to mortality salience. Discussion centers on theoretical explanations of these findings.

E9

CHOOSING THE LESSER EVIL: HOW SELF-DOUBT AFFECTS THE CHOICE OF INTERACTION PARTNERS *Olesya Govorun, Robert Arkin; Ohio State University, Columbus* — Studies suggest that self-doubt, or uncertainty about one's competence, is associated with self-protection. Present study extends these findings into interpersonal relations and examines a hypothesis that in deciding on interaction partners, self-doubtful individuals choose persons with the least threatening traits. In contrast, self-confident individuals select partners with the most appealing traits. In the study, advertised as an interview session, participants first completed a self-doubt, self-confidence, or a control induction. They then were presented with the profiles of interviewers, each containing several positive and negative traits. The traits were either possessor-relevant (affecting mainly the person who has them) or other-relevant (affecting mainly the person who interacts with their possessor). Participants evaluated each of the traits and decided on the person to interview them. At the conclusion of the study, participants completed a surprise memory task in which they were presented with the list of the traits and were asked to match a trait to an interviewer. Results indicated that self-doubtful participants evaluated negative other-relevant traits of the interviewers more unfavorably than other participants. There were no differences among the participants in the ratings of other traits. Further, self-doubtful participants identified correctly more negative traits of the interviewers they rejected than did the remaining participants. In contrast, self-confident participants identified correctly more positive traits of the interviewers they chose. The results suggest that self-doubtful individuals choose their interaction partners mainly by focusing on their negative traits whereas self-confident individuals do this mainly by considering their positive traits.

E10

HOW PREVALENT IS DELIBERATE GOAL PURSUIT IN DAILY LIFE? *Jennifer Daniels, Will Fleeson; Wake Forest University* — A basic tenet of motivational approaches to personality is that goals organize

everyday behavior and experience. However, nearly all research on goals and motivation has involved questionnaire or other assessments of dispositional goals, and almost no motivational research has investigated the on-line pursuit of goals in everyday life. Thus, it is not yet clear how often individuals pursue goals in their daily life, especially considering that much of everyday life appears not to have a consciously purposive character to it. The few experience-sampling studies that have asked about goal pursuit were required to use normative goal categories; the present study is the first in which participants generated their own idiosyncratic goals and then reported in everyday life how much they were pursuing them at each moment, seven times a day for seven days. Furthermore, participants were yoked to another randomly selected participant, and rated how much he or she was pursuing that yoked individual's idiosyncratic goals at each moment. Results showed that (i) goals were regularly consciously pursued; (ii) personal goals were pursued significantly more often than yoked goals but that yoked goals were also pursued surprisingly often, given that yoked goals were idiosyncratic to another participant; (iii) yoked least important goals were pursued as often as were participants' own least important goals; and (iv) approach goals were pursued significantly more often than were avoidance goals. Thus, idiosyncratic goals are consciously pursued during most of everyday life, and goals are likely candidates for organizing much of everyday behavior and experience.

E11

AWARENESS OF SOCIAL NORMS AS A MODERATOR OF PREJUDICE *Abigail G. Poore, Donald M. Taylor; McGill University* — In the prejudice literature, egalitarian values are observed to motivate individuals to suppress prejudiced responses. Individuals' motivation is seen as critical: low prejudice individuals who hold egalitarian values are presumed to know the social norms that guide desirable, non-prejudiced behaviour. Could it be possible for someone to be motivated by tolerant values but unaware of the social norms to implement their egalitarian intentions? The present research argues that some individuals' prejudice may indeed be attributed to ignorance of social norms for appropriate behaviour. Questionnaire data for Study 1 indicated that men (n = 48) vary in their awareness of social norms for interactions with women. Particularly interesting was a subsample of men who were high in motivation to inhibit sexism, but low in awareness of sexist social norms. To extend these findings, respondents in Study 2 (n = 216) were given a series of vignettes varying the target person's 1) motivation to control sexist responses and 2) awareness of social norms concerning sexist behaviour. Male and female respondents acknowledged that actors' motivation to control prejudice could be independent of their awareness of social norms: high motivation to control sexism did not imply awareness of social norms regarding sexism. Moreover, men low in motivation to control sexism were evaluated as most prejudiced particularly if they were also low in awareness of social norms. Awareness of social norms is proposed to moderate the relationship between egalitarian motives to control prejudice and successful (low prejudice) behavioural outcomes. Societal and theoretical implications are discussed.

E12

COMPARISON OF EVALUATIONS TOWARDS AND STEREOTYPES OF RACIAL AND SOCIOECONOMIC SUBGROUPS *Suzanne C. Klonis, Patricia G. Devine; University of Wisconsin, Madison* — Past research has consistently found that Whites are evaluated more positively than Blacks by White participants. However, evaluations of racial groups may depend on other social categories such as socioeconomic status, which may cut across race. The current study explored evaluations of Whites and Blacks as a function of SES level. Assigned randomly to conditions in a 2 (Race: White, Black) x 3 (SES: unspecified, lower-class, upper middle-class) between-subjects design, White participants (N=503) supplied evaluations of the resulting groups on a number of indicators, including a feeling thermometer and measures of stereotypes, symbolic beliefs, value dissimilarity, and affective reactions. We expected and found that low-SES Whites and Blacks were evaluated more negatively than their high-SES counterparts or unspecified-SES targets. There were also Race x SES interactions for several measures, indicating that differences in evaluations of Whites and Blacks were affected by SES level. For lower-class targets, Whites were evaluated more negatively than were Blacks, while upper middle-class Blacks and Whites were rated equally favorably. For undefined-SES targets, Whites were rated more favorably than Blacks on affective measures (including the feeling thermometer), whereas Blacks were rated as possessing more positive traits. The fact that race does not have a consistent effect across SES levels demonstrates the importance of taking into account the influences of both race and SES on evaluations of outgroup members.

E13

PREJUDICE LEVEL DIFFERENCES IN EMPATHIC AFFECT DEPEND ON TARGET RACE *Amanda Brodish, Patricia Devine, Eddie Harmon-Jones, Stephanie Vance, Brenda Buswell, Keely Barnowsky, Doug McIntosh; University of Wisconsin, Madison* — Social psychologists' efforts to improve intergroup relations by changing prejudiced racial attitudes have often been thwarted by these attitudes being highly resistant to change. The present research examined the effectiveness of Batson and colleagues' (1997) three-step model for improving attitudes toward stigmatized groups for improving racial attitudes. In Study 1, high- and low-prejudice participants with high or low empathy instructions watched a video of a Black man discussing experiences with discrimination. Low-prejudice participants reported higher empathic affect in the high empathy condition than their counterparts in the low empathy condition or high-prejudice participants in either condition. Inconsistent with Batson and colleagues' model, racial attitudes were unrelated to empathic affect. Two alternatives for the pattern of empathic affect are possible: high-prejudice participants are unwilling to feel empathy for African-Americans or they may simply be unable to feel empathy for others generally. Data from an unrelated empathy study in which the target was a White cancer patient for which we also had access to participants' prejudice level (from a mass testing session), revealed only a main effect of instruction condition; high empathy condition participants reported more empathic affect than their low empathy condition counterparts. This effect was not moderated by prejudice level. Together, these studies suggest that although high-prejudice people can experience empathy, they fail to do so when an African-American target discusses experiences with discrimination. Reasons for failure to elicit empathy for Black targets among high-prejudice people and potential limitations of applying Batson's model to improving racial are discussed.

E14

INHIBITION IN THE AUTOMATIC ATTITUDE ACTIVATION PARADIGM *Joseph Simmons, Deborah Prentice; Princeton University* — The automatic attitude activation effect refers to the finding that people respond to target words more quickly when they follow prime words of the same valence rather than the opposite valence. Recently, Glaser and Banaji (1999) demonstrated the reverse effect: that people were faster to respond to targets when they followed primes of the opposite valence rather than the same valence. Glaser and Banaji attributed this effect, which they termed "reverse priming," to the evaluative extremity of their primes. However, a number of investigations have failed to find evidence of reverse priming, even when the prime words used were evaluatively extreme. In the present research, we argue that whether the reverse priming effect will occur for extreme primes depends on the instructions given to participants prior to the task. If they are instructed to ignore the prime words, we should find evidence of reverse priming, because participants will cognitively inhibit the evaluative connotations of extreme primes, thereby slowing their responses to targets of similar valence. If they are instructed to attend to the prime words, by contrast, we should find no

evidence of reverse priming. In support of this hypothesis, we report research in which we manipulated the instructions given to participants: Some were told to ignore the prime words and others to attend to them. The results revealed evidence of reverse priming, but only among participants who had been instructed to ignore the primes.

E15
IMPLEMENTATION INTENTIONS AND WEEKLY GOAL SUCCESS: THE MODERATING ROLE OF INDEPENDENT VERSUS INTERDEPENDENT SELF-CONSTRUALS. *Michelle Downie, Richard Koestner, Silje Haga, Elizabeth Horberg; McGill University* − A recent meta-analysis showed that use of implementation intentions significantly improved the success of personal goal setting efforts (Koestner et al, 2002). The present study examined whether the beneficial effects of implementation intentions would be more likely to occur for people with an individualistic self-construal (for whom priority is given to personal goals) rather than an interdependent self-contrual (for whom personal goals are given lower priority than the goals of family and important others). Eighty-five multi-cultural students completed Singelis' (1994) Self Construal Scale prior to listing four personal goals that they hoped to accomplish over the subsequent week. Half of the participants were randomly assigned to an implementation intention condition in which they were asked to specify their plans for reaching each goal and also how they would overcome distractions and obstacles. Control participants wrote about how they would feel when they accomplished their goals. Results at a one-week follow-up showed that implementation intention led to significantly greater goal success than the control condition, replicating previous research by Gollwitzer and colleagues (1998). Split group analyses showed, however, that the implementation intentions bolstered goal success only for participants who had a predominantly independent self-construal; there were no effects for participants with an interdependent self-construal. Supplemental analyses showed that this effect was not due to any difference between independent and interdependent participants in terms of their feelings of efficacy or commitment to the goals. These findings suggest that implementation planning exercises may have to be modified for people who have interdependent self-construals.

E16
INTEGRATED THEORY OF REASONED ACTION PREDICTS LATER CONDOM USE AMONG LOW-INCOME INNER-CITY WOMEN *Loraine Devos-Comby, Danielle McCarthy, Heather Ferris, Peter Salovey; Yale University* − Data collected among low-income inner-city women were fit to a model proposed by Fishbein (2002) that integrates components of the theories of reasoned action and planned behavior. According to this framework, attitudes toward condoms, subjective norms, and condom self-efficacy influence intentions to use condoms, which in turn influence condom use. Thus, the framework proposes a mediational model, in which intentions mediate the effect of attitudes, norms, and self-efficacy on condom use. Using Structural Equation Modeling, we assessed the extent to which these predictors accounted for condom use as reported immediately (baseline), one month, and three months later. The model fit at baseline was very good. Condom use was best predicted by intentions. Participants intended to use condoms to the extent that they believed significant others endorsed the behavior (norms), they personally had positive views about using condoms (attitudes), and thought they could successfully initiate condom use (self-efficacy). Self-efficacy was the best predictor of intentions to use condoms. The model fit was satisfactory when accounting for condom use one month and three months after baseline. These results highlight the crucial role that motivation plays in mediating the impact of attitudes, norms, and especially self-efficacy, on behavior. They also suggest that assessing intentions to use condoms provides a good indication of condom use (self-reported) over several months. Finally, they illustrate the relevance of the integrated theory of reasoned action among a community sample at putative risk for HIV infection.

E17
SELF-CONTROL: COMPLEXITY OF THE PHENOMENON *Elisaveta Slessareva, Mark Muraven; State University of New York, Albany* − The study provided support for self-control as a unitary construct. Researchers have investigated different aspects of self-control, such as inhibitory control (the ability to override the preference for short-term rewards in order to obtain long-term rewards) and attentional control (the ability to focus attention strategically), among others. However, there has been little empirical validation of the independence of these constructs and the separation of the two constructs may be misleading. Two models, a single factor model of self-control and a two-factor model (inhibitory control and activation control) were tested based on the covariance matrix, using maximum likelihood estimation as implemented in LISREL 8. Fit indices suggested a good model fit for both models. In addition, the c2 difference=1.32, ns, indicated that there were no significant differences between the two models. However, the one-factor model is superior because 1) the model hypothesizing two factors is too complex and 2) indices of parsimonious fit suggest that one-factor model is more parsimonious. Inhibitory and attentional control appear to be part of a single event. Inhibition, or control of biologically determined impulsive tendencies, becomes possible only via utilization of various cognitive strategies (e.g., attentional allocation). The results encourage integration of separate lines of research that focus on different aspects of self-control that may be a result of artificial separation. Such integration is likely to aid our understanding of the nature of self-control and its role in human functioning.

E18
PERSON PERCEPTION: A CULTURAL LINK IN THE PERCEPTUAL CHAIN *Johanna Jarcho, Matthew Lieberman; University of California, Los Angeles* − The current research examines the differential use of situational information in the automatic and controlled components of the attribution process across East Asians and Americans. Participants (n=85) watched a videotape of a woman behaving anxiously (no sound), were informed she was dispositionally anxious, and were given the goal of determining how anxiety-provoking the situation was. Half of the participants were placed under cognitive load forcing greater reliance on automatic processes. Both cultural groups demonstrated the same automatic bias under cognitive load, however they corrected in opposite directions when not under load suggesting cultural influence may be more related to different explicit theories of causality than automatic biases.

E19
LOW-STATUS GROUP MEMBERS IN THE INTERGROUP PARADIGM: SOCIAL IDENTITY AND DEROGATION OF THE IN-GROUP *Patrick J. Munhall[1], Mark Alicke[2], G. Daniel Lassiter[2], Amy Rosenblatt[2], Leah Collins[2], Joe Mohler[2], Kristen Ashenbach[2], Brooke Ignet[2], Lisa Soukup[2], Bridget Graham[2], Meghan Hill[2], Rachel Fosnaugh[2], Michelle Borsz[2]; [1]University of South Carolina, Spartanburg, [2]Ohio University, Athens* − Previous research involving the intergroup paradigm has focused on in-group bias (Mullen, et al., 1992). However, group members do not always exhibit in-group bias when evaluating groups (Ellemers, et al. 1999). In addition, low-status group members who are low in identification with their group have been shown to exhibit less commitment to their group. This poster presents evidence indicating for the first time, that in addition to being less committed to their group, low-status group members derogate their group relative to neutral observers after failure feedback on a group task. It is hypothesized that when low-status group members are not strongly identified with their groups, they evaluate their own groups more harshly than others in an effort to distance themselves from the group. In Studies 1 and 2, low-status participants in minimal groups derogated their group relative to observers, whereas participants in real groups did not. Study 3 varied group type (real versus minimal) in addition to measuring participants' social identification

with their group. Results from Study 3 replicated the in-group derogation that was found in minimal groups in Study 1. In addition, this effect was found only for those participants who were low in identification with their group (but not high in identification) and occurred in minimal groups, but not real groups. Results are discussed in the context of Social Identity Theory and argue that in-group derogation may be an effort to protect self-esteem by distancing the self from a negative group with which an individual has minimal ties.

E20

ETHNIC IDENTITY AND DIFFERENCES IN HEALTH BEHAVIORS AMONG COLLEGE YOUTH *Desiree Despues, Michelle Berumen, Howard Friedman; University of California, Riverside* — Although ethnic minority groups comprise a large, fast-growing proportion of the overall U.S. population, significant health disparities still exist among ethnic minority groups. For instance, compared to whites, African Americans are twice as likely to be diagnosed with diabetes, while Hispanics are 1.8 times more likely than whites. Many of these health differences arise in part from psychosocial influences on health behaviors. This study explores the extent to which ethnicity and acculturation relate to health behaviors among college youth. Two hundred seventy-seven undergraduates from various ethnic groups participated. Participants filled out a questionnaire assessing key health behaviors, concerning diet (e.g., red meat, tea, green salad), exercise, sleep, alcohol consumption, HIV preventive behaviors (testing for STDs/HIV, condom use), and preventative health behaviors (such as physical exams, sunscreen use). Phinney's (1992) multigroup ethnic identity measure was used to assess ethnic identity. A modified version of an acculturation scale developed by Marin et al. (1987) was employed. Students more acculturated to the American mainstream were more likely to exercise, consume more alcohol per week, binge drink, and eat salads than students less acculturated to the American mainstream. In terms of ethnic identity, students who strongly identified with their ethnic group were more likely to eat red meat, drink tea, and engage in certain other health behaviors. Despite the equality of education, interesting group difference in health behaviors were uncovered, pointing toward future research on understanding and modifying the psychosocial aspects of ethnic health disparities.

E21

THE LIKEABILITY HEURISTIC AND THE ASSESSMENT OF POLITICAL IDEOLOGY: VALIDATION OF A LIKES AND DISLIKES MEASURE OF POLITICAL ORIENTATION *Christopher W. Bauman, Elizabeth Mullen, Linda J. Skitka; University of Illinois, Chicago* — The typical citizen does not tend to organize his or her political beliefs into a coherent and constrained liberal or conservative ideology (Converse, 1964). However, more qualitative research demonstrates that people are not apolitical—they just do not think about politics in ways that are consistent with elite notions of ideological coherence (Hochschild, 1981). Measuring political orientation can therefore be a major challenge because direct self-report is suspect and likely to be relatively unreliable, but less direct measures (e.g., Right-Wing Authoritarianism) have problems as well, such as length and and a tendency to focus on only one end of the political spectrum (e.g., the left or the right, but not both). The theoretical position that people identify their position in ideological space by using a "likeability heuristic" (e.g., Sniderman & Tetlock, 1986) provides a solution to the dilemma that people hold political positions without deep ideological consistency on the one hand, and measurement problems on the other. Specifically, people are theorized to easily place themselves in ideological space by noting what kinds of political institutions or representatives they like or identify with, versus those they do not (e.g., the democratic or republican party). Three studies using student and national representative samples tested whether a Likes/Dislikes scale (LDS) could serve as an effective, brief, yet reliable measure of political orientation. The LDS explained more variance in political attitudes (e.g., taxes, welfare) than alternative measures, demonstrated good con-vergent and discriminant validity, test re-test reliability, and cross sample and criterion generalizability.

E22

SOCIAL DOMINANCE ORIENTATION AND PERCEPTION OF POLICE USE OF DEADLY FORCE: DOES RACE MATTER? *James E. Perkins[1], Martin J. Bourgeois[1], Brian D. Crabbe[2]; [1]University of Wyoming, [2]University of Sydney* — Social Dominance Orientation (SDO) has been shown in the past to be a strong predictor of police misuse of deadly force in ambiguous (unarmed suspect) shooting situations. SDO has been shown to relate strongly and negatively to the perception of police misuse of deadly force. This study attempted to replicate and extend these earlier findings by manipulating the race of the victim/suspect between that of Caucasian and African American. SDO theory would predict that those scoring higher in SDO would be less likely to perceive excessive force by police when used against out-groups. White participants (N = 54) read vignettes describing an ambiguous shooting situation wherein the race of the suspect/victim was varied (White or Black). The participants then answered two questions, one asked them to rate their belief that the police used excessive force and the other asked them to rate the amount of responsibility that the suspect/victim held for his own injuries. Hierarchical multiple regression revealed that, while race was not a significant predictor of perception of excessive force, SDO was strongly and negatively related to perception of excessive force. Further analysis indicated that SDO was strongly and positively related to victim responsibility for his injuries. Additionally, while victim/suspect race was not significantly related to victim responsibility, a clear trend was evidenced (β = -1.80, p = .07) indicating that when the victim/suspect was Black less responsibility for their injuries was assessed to them.

E23

ATTACHMENT AND COMPLEXITY OF PARTNER MODEL *Kathy Carnelley[1], Janet Ruscher[2], Regan Gurung[3]; [1]University of Southampton, [2]Tulane University, [3]University of Wisconsin, Green Bay* — The present research investigated attachment style differences in the organization of partner models. Past research demonstrates that people of different attachment styles differ in the complexity of their self-representations (Mikulincer, 1995) and parental representations (Levy, Blatt, & Shaver, 1998), which might extend to models of romantic partners. College students (n= 168, 78.6% female, mean age 20.7) completed Brennan, Clark and Shaver's (1998) attachment measure of anxiety and avoidance, reported on clarity of model for a former or current partner (Gurung, Sarason, & Sarason, 2001), and sorted traits into partner aspects. H, an index of complexity, was computed from trait-sorts for overall, positive, and negative complexity (Linville, 1985). Each of these measures were regressed upon anxiety, avoidance, partner (current or last), and the interaction terms. Results indicated that individuals high in attachment anxiety or avoidance held models of low clarity. In addition, those high in anxiety used more negative words, and their descriptions were high in negative complexity (H) and overall complexity (H). Except for those high in anxiety and low in avoidance (i.e., preoccupieds), people described current partners with higher positive complexity (Pos. H) than former partners. Preoccupieds' descriptions of former and current partners did not differ and, in fact, they described former partners with especially high positive complexity. This is consistent with Fishtein, Pietromonaco, and Barrett (1999) who found that preoccupieds described the positive aspects of their conflictual relationships complexly. Subsequent research should consider how conceptions of current versus past self-complexity may differ as a function of attachment.

E24

AN ARCHIVAL REVIEW OF ADJUDICATED JURY TRIALS *Scott E. Culhane, Harmon M. Hosch; University of Texas, El Paso* — Research in the legal area of social psychology is filled with laboratory experiments but few studies of real world data. This project examined actual adjudicated felony cases in El Paso, TX. The methodology was modeled after an ear-

lier project by Daudistel, Hosch, Holmes, & Graves (1999). Archival research data were collected from indictments, police arrest reports, judicial instructions, and venire lists maintained in case files by the district clerk's office. A variety of variables including the ethnicity of jurors who served on the cases, ethnicity of venirepersons challenged for cause, ethnicity of venirepersons excused via peremptory challenges, verdicts reached, and severity of sentences imposed by judges or juries were coded. Important results were obtained that have implications for intergroup relations and ethnic stereotyping. The peremptory challenges issued by both prosecutors and defense attorneys were associated with jury panelists' ethnicity. Defense attorneys challenged a higher percentage of Anglos and prosecutors challenged a higher percentage of Hispanics. Males, both Hispanic and Anglo, dominated the role of the foreperson. No difference was found in the conviction rates of defendants represented by public defenders, court appointed attorneys, or privately retained attorneys. As was the case in Daudistel et al. (1999), the use of actual criminal court data provides opportunities to examine the impact of social psychological theories in a real and important context. Implications for this research in social and legal psychology are discussed.

E25
DURATION OF BENEFICIAL EFFECTS FROM DIRECTED THINKING ABOUT ACTIONS VERSUS REASONS TO STUDY *Laura L. Ten Eyck, Heather A. Labansat, Charles G. Lord, Donald F. Dansereau; Texas Christian University* — Previous research has demonstrated the effectiveness of directed thinking on behavioral intentions to perform a future task such as studying (Ratcliff et al., 1999). Identifying effective strategies for directed thinking as it applies to beneficial activities such as studying and exercising could have many positive consequences. The present study extends previous findings by examining the duration of directed thinking about actions versus reasons to study. Participants either generated a list of reasons why studying should be considered an enjoyable activity, or actions one could take to make studying an enjoyable activity. Additionally, they were instructed to generate the list for themselves or another person. After generating the list, one half of the participants vividly imagined each action or reason and rated the vividness of the image. The remaining participants rated how easily each item on the list was generated. All participants then completed a series of questionnaires, including a measure of intention to improve study habits. One week later, participants completed an identical set of questionnaires. The dependent variable was intention to improve study habits from Time 1 to Time 2. Analyses revealed a significant interaction between type of task (image, rate) and type of items generated (reasons, actions), such that the behavioral intentions to study remained strong after one week for participants who generated and vividly imagined actions, than for participants in any other condition. The effect was present regardless of whether people imagine themselves or someone else. Additional findings and directions for future research are addressed.

E26
FIRST AMONG EQUALS: ANOTHER LOOK AT BLINDNESS TO PIPPING *Neil Lutsky, Kathryn Brooks, Melinda Jensen, Robin Weber; Carleton College* — We examined the "bias blind spot" or tendency to recognize biases in social cognition more strongly in others than in oneself. Pronin, Lin, and Ross (2002) showed that participants who demonstrated the "better than average" bias--which we call "pipping" following Brown's 1986 discussion of the Latin for "first among equals"--nonetheless were unlikely to notice that bias in themselves. In our study, 49 college students rated themselves on a set of common skills (e.g., taking photographs) relative to those of other students using a percentile rank scale. Participants also completed the Five Factor Inventory, a self-esteem scale, and the Pronin, Lin, and Ross (2002) bias survey modified to include a description of pipping. Results showed that participants saw themselves as less likely to pip than their peers, t(48) = 4.64, p < .0001, Mself = 4.86, Mother = 5.94, even though they did show better than average self-

assessments (e.g., mean rank on common skills = 64%). However, participants were not completely blind to their own tendencies to pip as ratings of self-susceptibility to pipping correlated significantly with actual pipping, r = .29, p < .05. Moreover, the patterns of correlations between personality variables and both actual pipping and rated susceptibility to pipping were similar. Thus, even though we may pip on pipping and believe others are more subject to biases in social perception, we may not be blind to our own tendencies to see ourselves as first among equals.

E27
DO CLOSE OTHERS HELP OR HARM? THE INFLUENCE OF ACTIVATED SIGNIFICANT-OTHER REPRESENTATIONS ON STIGMA-RELEVANT APPRAISALS *Molly Parker Tapias, Serena Chen; University of California, Berkeley* — This research is designed to determine whether significant others, such as parents, friends, and romantic partners, can buffer or exacerbate individuals' appraisals of being stigmatized. It was predicted that when a significant-other representation is activated, stigmatizable individuals transfer their expectations of acceptance or rejection from the relevant significant other onto newly encountered others (Andersen, Reznik, & Manzella, 1996). It was also predicted that the associated self-with-the-significant-other is activated with the significant-other representation, triggering stigma-relevant self-evaluations and emotions, such as shame (Cole, Kemeny, & Taylor, 1997). Participants were 47 undergraduate women who reported being "overweight." In the study, they visualized a significant other they identified in an earlier session as rejecting or accepting of their weight. Participants were informed they would interact with a male participant and asked to report their expectations for the interaction, emotions, and state self-esteem (Heatherton & Polivy, 1991). Stigma salience was manipulated by informing participants they would interact over the phone or face-to-face; cell sizes are too small to report differences by medium. Individuals primed with a stigma-accepting significant other responded with more positive expectations for the interaction than those primed with a stigma-rejecting significant other. They also reported less shame and higher appearance self-esteem. However, these effects were moderated by the gender-based applicability of the primed significant other to the anticipated male interaction partner. Priming a male significant-other representation led to representation-consistent effects, whereas priming a female led to contrast effects. Stigma appraisals in social interaction may be influenced by the activation of significant-other representations.

E28
EGOCENTRIC REASONING IN CHILDREN AND THEIR PARENTS *Carey Morewedge[1], Nicholas Epley[1], Boaz Keysar[2]; [1]Harvard University, [2]University of Chicago* — Although adults clearly reason less egocentrically than children, many social judgments among adults are still egocentrically biased suggesting that they may not outgrow their childish ways altogether. Indeed, we suggest that adults do not, in fact, outgrow their childhood egocentrism but rather become better at subsequently adjusting away from it. To examine this possibility, parents and their children (ages 4-9) visiting the Children's Museum of Boston were instructed by a confederate to move objects around an array of boxes. Due to the confederate's seating on the other side of the array, some objects were hidden from the confederate's view but observable to the participants, while others were mutually observable. On the critical trials, participants were instructed to move an object that could refer to both a hidden as well as a mutually observable object (e.g. a hidden toy "bunny" or a mutually observable chocolate "bunny"). Participants' eye movements indicated that both adults and children fixated, with equal speed, on the object that provided a better categorical fit even when they knew it was unobservable from the confederate's perspective. Adults, however, were faster to shift to the mutually observable (and correct) object suggesting that age and maturity may not lead people to outgrow their childhood egocentrism, but rather increase the proficiency with which they adjust away from it. Because such adjustments are hampered by cogni-

tive distractions and often insufficient, these results may help to explain why social judgment among adults is often egocentrically biased, albeit less so than in children.

E29

THE ROLE OF CAUSAL UNCERTAINTY AND AFFECT IN STEREOTYPE USAGE *Ryan Brunner, Stephanie J. Tobin, Gifford Weary; Ohio State University* – Previous research has found that due to increased processing of information, causally uncertain individuals do not use stereotypes when making social judgments (Weary, Jacobson, Edwards, & Tobin, 2001). High negative affect has also been shown to lead to increased processing (Bless & Schwarz, 1999). Although each of these constructs have been investigated separately, it is important to determine how they interact and influence one another. In the current study, participants were asked to read a case about a student who was accused of cheating on a test. Half of the participants were told that the student was an athlete. All participants completed both the Causal Uncertainty Scale (Weary & Edwards, 1994) and the Differential Emotions Scale (Cacioppo et al., 1988). We predicted that participants high in either causal uncertainty or negative affect would avoid using stereotypes due to increased processing of stereotype-inconsistent information. Therefore, stereotyping would occur only among those low in both causal uncertainty and negative affect. Regression analyses revealed a significant 3-way interaction of athlete, causal uncertainty, and total affect on guilt ratings. Simple slope tests revealed that, as predicted, only participants low in both causal uncertainty and negative affect judged the athlete compared to the nonathlete as more likely to be guilty of cheating. Additional analyses of usefulness ratings of case details shed light on the differential use of case information associated with levels of causal uncertainty and affect. Implications for models of stereotype usage and models of motivated social cognition are discussed.

E30

BELIEVING WE'VE DONE WHAT WE WERE THINKING: AN ILLUSION OF AUTHORSHIP *Laura Gibson, Daniel Wegner; Harvard University* – People have an experience of will when their thoughts of performing an action seem to have caused the action. Although this feeling of will seems to track quite nicely with what we perceive as intention, previous research has shown that conscious thoughts are not necessarily the cause of actions (Libet, 1985; Wegner, 2002). Thus, it seems that the feeling of will is a construction. The theory of apparent mental causation (Wegner & Wheatley, 1999) suggests that will is experienced when thoughts consistent with an action occur prior to the action and in the absence of other plausible causes. In this study, we induced people to experience will for an action they didn't do, by exposing them to a prime word through a lexical decision task before they did an "automatic typing" task. For the typing task, participants were asked to type randomly at a keyboard without seeing what they were typing. They were told not to try to produce particular words. In support of our predictions, when later asked to rate a series of words that ostensibly were taken from their typing sample, participants reported higher authorship ratings and marginally higher intention ratings for the word they had seen in the lexical decision task relative to other words—although none of the participants actually typed the primed word. These findings suggest that people can create an experience of will for an action that was never performed, simply when they have thoughts consistent with the action.

E31

BLACK AND WHITE VISION IN A COLOR WORLD: RACIAL CATEGORIZATION OF MIXED-RACED INDIVIDUALS *Eve Jensen, Tiffany Ito; University of Colorado, Boulder* – The present study assessed how racial categorization occurs for individuals who cannot easily be categorized by race. We examined four possible ways that individuals who are a mixture of White and Black could be categorized: as White, Black, blended (i.e., along a continuum from White to Black), or a separate racial category (i.e., neither Black nor White). Pictures of ambiguous individu-

als were created by morphing pictures of White Americans and African Americans. Undergraduate students then viewed pictures of White, Black, and the ambiguously-raced men while event-related brain potentials were recorded. They were explicitly asked to categorize each picture as either Black or White. Psychophysiological analyses revealed that the ambiguously-raced faces were viewed as distinct from both Black and White faces, suggesting that the ambiguously-raced individuals were seen as a separate racial category. Interestingly, the ambiguously-raced faces tended to be seen as more distinct from Black than White faces. In light of an increasing multi-racial population, these results highlight the importance of studying the processes that occur during categorization of mixed-raced individuals.

E32

THE GIFT OF TIME: GRATITUDE FROM MEANINGFUL (LABORATORY) MOMENTS *Sara B. Algoe, Jon Haidt; University of Virginia* – The emotion of gratitude is inherently interpersonal, yet there has been scant research on the relational considerations of the emotional experience. The work that has addressed this issue suggests (Algoe & Haidt, 2002; Baumgarten-Tramer, 1938) that the emotion of gratitude stems from the recipient's perception that the benefactor has performed a kind act that is meaningful within the context of the relationship. For this reason, gratitude is hypothesized to make the recipient feel closer to the benefactor. To induce gratitude in an interpersonal setting, participants interacted with a confederate in a "get to know you" task, followed by a joint filler task that they were told was the focus of the experiment. Just before completing questionnaires about their partner in the task (i.e., the confederate), the experimenter informed them that one of the two would need to stay for the rest of the allotted experiment time, but the other would be free to leave. The confederate always stayed, hence providing a benefit to the participant. This gratitude manipulation happened in one of three ways, producing caring benefit (hypothesized to produce gratitude), non-caring benefit, and control conditions. Participants then completed questionnaires about their feelings and their partner for the prior task on a number of measures, including interpersonal assessments, closeness, degree of future interaction, and alliance with the benefactor. Results support the hypothesis, suggesting that gratitude is felt as a result of another's kind actions and leads to feeling closer to the benefactor.

E33

GRATITUDE BLENDS, GRATITUDE LEVELS, AND NARCISSISM *Anthony Ahrens, Elizabeth McIntosh, Nicole Joseph; American University* – Recent research has demonstrated that trait gratitude is related to such factors as positive affect, negative affect, openness to experience, and narcissism. However, is all gratitude equivalent? This study examined whether tying obligation to a sense of gratitude might have different correlates from tying pride to a sense of gratitude. Seventy-four undergraduates for whom English was their native language completed several measures. These examined trait gratitude, emotional reactions to twenty-four hypothetical scenarios, self-generated gratitude-evoking events, positive and negative affect, openness to experience, and narcissism. For the scenario measure, within-subject correlations were computed for the experience of obligation and gratitude, as well as the experience of pride and gratitude. Those who showed a higher relation of obligation to gratitude reported less gratitude, both on the trait measure and as a sum of gratitude across the scenarios. For self-generated gratitude experiences, those tying gratitude and obligation reported less gratitude when another person was involved. When no one else was involved, the relation of gratitude to obligation did not predict gratitude. The correlation of pride to gratitude predicted narcissism. Those for whom pride and gratitude were more closely related were less narcissistic. Trait gratitude was inversely related to negative affect, but unrelated to positive affect, openness to experience, or narcissism. Perhaps it is important to study not only degree but type of gratitude. Tying obligation to gratitude might

reduce the experience of gratitude. Being grateful for that for which one is proud might reduce narcissism.

E34

WOMEN'S SELF-EVALUATIONS: HOW THE STEREOTYPED VIEWS OF OTHERS SHAPE THE SELF. *Jeff Huntsinger, Stacey Sinclair; University of Virginia* — The authors examined the effect of having low or equal power in relation to a sexist or non-sexist interaction partner on women's stereotypic self-evaluations. Participants were told that they had the opportunity to join a discussion group for extra money and that they would be filling out a short questionnaire to determine entrance into the group. Participants then either overheard the person selecting discussion group members (low power), or a person who was entering data (equal power) make a series of sexist or non-sexist comments about their answers. Finally, participants evaluated the self-relevance of several gender stereotyped trait adjectives, which they believed were unrelated to entrance into the discussion group. According to shared reality theory, individuals' self-evaluations should assimilate to the perceived beliefs of those they want to get along with. Assuming that people want to get along with those who have power over them, women should describe themselves as more feminine to a sexist person who is selecting members of the discussion group than a non-sexist person who is in charge of selection. This prediction was confirmed with respect to gender stereotypic self-evaluations (e.g., verbally skilled, feminine, talkative, emotional, compassionate and shy). These results suggest that self-evaluations may change depending upon perceived stereotypic beliefs of others and relational concerns.

E35

GROUP IDENTIFICATION AND CONFORMITY TO GENDER GROUP NORMS FOR PAIN TOLERANCE *Gregory Pool, Ada Woo, Andria Schwegler, Perry Fuchs; University of Texas, Arlington* — Previous research indicates that men typically tolerate more pain in experimental settings than women. One likely explanation for these group differences in pain tolerance is conformity to traditional gender group social norms (i.e., the ideal man is masculine and tolerates more pain, the ideal woman is feminine and tolerates less pain). According to social identity and self-categorization theories, norms guide and/or constrain social behavior to the degree that group members adopt the group identity. Therefore, we expected high identifying men to conform to gender norms and tolerate more pain than high identifying women. Because low identifying men and women should be less motivated to conform to their gender norms for pain tolerance, we expected no differences between them. We conducted two studies to investigate whether gender group identification moderates individuals' conformity to pain tolerance and reporting norms. In Study 1, participants indicated their gender identification and expected tolerance of a hypothetical painful stimulus. As anticipated, high identifying men reported significantly greater pain tolerance than high identifying women. No differences existed between low identifying men and women. To ensure that these results were not an artifact of the role-playing methodology, participants in Study 2 provided actual behavioral data, volunteering to experience noxious (but not harmful) electrical pulses to their index fingers. Results replicated those of Study 1 and suggested that gender identification moderates actual pain tolerance. These results highlight the influence of norms on social behavior and suggest the need to explore the role of social norms in clinical pain management.

E36

ACCURACY AND SOCIAL INTERACTION: IDENTIFYING INTERPERSONAL CORRELATES OF ACCURATE PERSONALITY JUDGMENTS *Jana Spain[1], David Funder[2]; [1]High Point University, [2]University of California, Riverside* — In a study designed to identify interpersonal correlates of accuracy, we examined the link between the accuracy of personality judgments and interaction quality in acquainted same-sex dyads. One hundred and thirteen target participants were vid-

eotaped during a 5-minute unstructured interaction with a same-sex acquaintance. Each acquaintance judged the target's personality immediately following the interaction and again several weeks later. Each target also described his or her own personality and accuracy was measured using self-other agreement. Interaction quality was assessed at both the individual and dyadic levels with self-reports, behavioral prototype matching, and observers' ratings. Ratings of the interaction were obtained from both the target and the acquaintance judge. To obtain a behavioral assessment of interaction quality, the videotaped behavior of each individual was rated by coders. The resulting behavioral profile was then correlated with a positive engagement prototype. A second set of coders later rated interaction quality at the dyadic level. The results indicate that accuracy is related to both partners' perception of and positive engagement in the interaction. Although the links exist for both the target and the judge, the pattern of relationships differs depending upon when and how accuracy is assessed. Accuracy is more strongly related to the target's perception of and engagement in the interaction if accuracy is measured immediately following the interaction. If it is measured several weeks later, however, accuracy is more strongly related to the judge's perceptions and behavior.

E37

MOTIVATION TO ATTEND COLLEGE AS A PREDICTOR OF ACADEMIC SUCCESS, AND PSYCHOLOGICAL WELL BEING. *Courtney Irwin, Helen C. Harton; University of Northern Iowa* — Several studies have shown that individuals who engage in activities for intrinsic reasons are more adjusted and psychologically healthier and perform better professionally than those who participate in activities for extrinsic reasons. These studies have assessed both adults and children, but very few have looked at the college population and the specific impact of motivation to attend college on success. In this study, college students from several United States universities completed a paper-based or an online survey that assessed academic success, life satisfaction, psychological health, and reasons for attending college. Overall, students were higher in extrinsic motivation to attend college than in intrinsic motivation to attend college. Students who were higher in intrinsic motivation were more academically successful than those less intrinsically motivated. Attending college for extrinsic career preparation motives was associated with greater academic success, more satisfaction with life, and less depression, anxiety, and stress. Students who attended college to prove that they were smart or to earn more money after graduation, however, reported lower academic performance, life satisfaction, and psychological health. Major and gender were unrelated to motivation. These results suggest that while intrinsic motivation relates to increased performance, extrinsic motivation is not necessarily bad. Extrinsic motivation was only associated with negative outcomes when the extrinsic goals were unrelated to career competence. While a focus on the pleasure of learning and accomplishing goals is important for college student success, a focus on career preparation and efficacy may be equally, if not more, important.

E38

USING FAMOUS INDIVIDUALS AS A SOCIAL INFLUENCE TO REDUCE PREJUDICE *Lindsay Sharp, Donald Saucier; University of Kentucky* — Past research shows that normative social influence can reduce the expression of prejudice (Fazio & Hilden, 2001; Monteith, Deneen, & Tooman, 1996). Our study examined social influence using famous individuals' positions regarding equality and prejudice in an attempt to alter participants' prejudice levels. We expected that this type of influence, while not normative, would impact participants' prejudice level, motivation to control prejudice, affective response, and ratings of the famous individuals. Using a 2 (high versus low prejudice) X 2 (Black versus White famous individual) between-groups factorial design, White participants were given packets that contained a picture and statement made by one famous individual. For example, our high-prejudiced White

individual was David Duke. After viewing the picture and statement, participants rated the personal attributes of the famous individual, completed an affect measure, and completed self-report measures of prejudice and the motivation to control prejudice. Planned comparisons showed that participants' levels of prejudice were lower after exposure to the high rather than low prejudiced White individual, but participants' levels of prejudice did not differ after exposure to the high and low prejudiced Black individuals. Examination of their levels of uneasiness and guilt showed that participants were much more uneasy and felt guiltier after exposure to the high-prejudiced White individual than the high-prejudiced Black individual. No differences were found after exposure to low-prejudiced White or Black individuals. This suggests that exposure to a high-prejudiced ingroup member can reduce one's own expression of prejudice, and can arouse feelings of uneasiness and guilt.

E39
STIGMA AWAKENING AMONG SINGLES: BENEFITS TO SELF-ESTEEM

Wendy Morris[1], Stacey Sinclair[1], Bella DePaulo[2]; [1]University of Virginia, [2]University of California, Santa Barbara — While most past research on stigma has studied individuals who are aware of their stigma (e.g., African-Americans, obese people, women, etc.), little is known about the effects of stigma awakening, the initial realization that one's group is stigmatized, on self-esteem. Although research has shown that singles are a stigmatized group, there is evidence that singles are relatively unaware of the fact that singles are subject to negative stereotypes and prejudice (Morris, Sinclair, & DePaulo, 2002). Therefore, studying singles allows us to learn how self-esteem is affected when one initially realizes one's group is stigmatized. Although Branscombe, Schmitt, & Harvey (1999) have found that perceptions of pervasive discrimination against one's group negatively affect self-esteem unless one is identified with the in-group, we have found that awakening to pervasive discrimination for the first time can enhance self-esteem, even without in-group identification. In this between-participants experiment, half of the single participants read an article about the negative stereotypes and discrimination singles face while the other half did not. Results showed that participants in the stigma awakening condition experienced an increase in global self-esteem, state self-esteem (social, appearance, and performance), and private collective self-esteem (a measure of how glad they were to be single). Furthermore, an interaction between stigma awakening and stereotype endorsement revealed that stigma awakening only increased self-esteem among people who rejected the negative stereotypes about singles. Thus, it appears that awakening to the fact that one's group is stigmatized causes one to reject negative stereotypes about the group, thus enhancing self-esteem.

E40
CARDIOVASCULAR RESPONSES TO PERCEIVED DISCRIMINATION DURING INTERGROUP AND INTRA-GROUP INTERACTIONS

Wendy Berry Mendes[1], Shannon McCoy[2], Brenda Major[2], Jim Blascovich[2]; [1]University of California, San Francisco, [2]University of California, Santa Barbara — The perception of racism or discrimination has been suggested to have broad ranging effects on the psychological, social, and biological responses of ethnic minority groups (e.g., Clark, Anderson, Clark, & Williams, 1999). To begin to understand the possible implications that racism has on health, we conducted three experiments during which we measured cardiovascular responses during intergroup and intragroup interactions. White and Black participants were instructed to deliver a speech that was evaluated by another White or Black "participant" (i.e., confederate). Following the feedback, participants then interacted with the evaluator on a cooperative task. Cardiovascular responses indicating challenge and threat were measured during the speech and cooperative task. In general, negative feedback compared to positive feedback was associated with more cardiovascular threat responses (i.e., increased ventricle contractility, no changes in cardiac output, vasoconstriction) and intergroup interactions compared to intragroup interactions were also associated with more threat reactivity. However, negative feedback was more likely to be construed as discrimination in cross race interactions than same race interactions, and, consequently, negative feedback during intergroup interactions was associated with exacerbated threat relative to negative feedback during intragroup interactions. The implications for these data on heath and the risk for cardiovascular disease and essential hypertension among African-Americans are reviewed.

E41
THE EFFECTS OF FACIAL EXPRESSIONS OF EMOTION ON PERCEIVERS' ACCURACY IN REMEMBERING THE APPEARANCE OF OTHERS

Terrence Horgan, Tanya Chartrand; Ohio State University, Columbus — Individual differences in accuracy in remembering the appearance of either social targets or physical surroundings have been found (e.g., Horgan et al., 2002). The conditions that lead to relatively better or worse memory for targets as opposed to the surroundings of targets are poorly understood, however. Facial expressions of anger and fear may alert perceivers to different potential sources of danger, and thus influence what perceivers pay attention to and remember. Perceivers might pay more attention to an angry target than to an angry target's surroundings because the target may represent the greater potential threat to perceivers, whereas the reverse may be true in the case of fearful targets. As part of a supraliminal priming manipulation, participants rated pictures of individuals who were communicating, via a facial expression, either the emotion of fear (fearful-prime condition) or anger (angry-prime condition). Afterwards, participants were taken to an office to "wait" while the experimenter got their materials ready for part 2 of the experiment. The office had typical (e.g., books, posters) and atypical (e.g., a toy frog, a compass) items as well as another "participant" (a confederate). After 4 minutes, participants were returned to the lab and given memory questionnaires concerning the appearance of the office and confederate (i.e., her physical characteristics, clothing, and personal artifacts). Participants in the angry-prime condition had relatively better memory for the actual appearance cues of the confederate, whereas those in the fearful-prime condition had relatively better memory for the actual items in the office.

E42
CROSS-CULTURAL DIFFERENCES IN DEPERSONALIZED TRUST

William Maddux[1], Masaki Yuki[2], Marilynn Brewer[1], Kosuke Takemura[2]; [1]Ohio State University, Columbus, [2]Hokkaido University, Sapporo, Japan — Depersonalized trust is a decision to trust in the absence of any personal knowledge about the trustworthiness of the other individual. Previous research has demonstrated two bases for such decisions, 1) the sharing of ingroup memberships, and 2) the sharing of networks of interpersonal relations. Based on research in the cross-cultural literature, we predicted that Americans' depersonalized trust decisions would be primarily based on the presence of shared group memberships, while Japanese would be more willing to trust strangers sharing interpersonal links. This study adapted a form of an allocator/dictator game devised by Kiyonari and Yamagishi (1997). American and Japanese participants made on-line decisions about whether to accept a "sure-thing" payment of $3 from the experimenter, or an unknown allocation from strangers who had ostensibly been given $11 to distribute as they wished. Participants performed several trials in which targets varied by group membership as well as the presence/absence of indirect interpersonal links. Trust was measured based on willingness to give up the sure money and take the allocation from the stranger. The results confirmed our expectations. While Americans and Japanese tended to trust ingroup members, Japanese were equally trusting toward outgroup members with indirect interpersonal links. Americans, on the other hand, were significantly less trusting toward outgroup members, even if they shared interpersonal links. Implications for decision-making in cross-cultural contexts are discussed.

E43

CLEARING THE AIR: WHEN BLACK EXPERIMENTERS CHANGE THE SUBJECTIVE EXPERIENCE AND VERBAL TEST PERFORMANCE OF BLACK STUDENTS *Phillip Goff*[1], *David Marx*[2]; [1]*Stanford University;* [2]*University of Colorado, Boulder* — According to stereotype threat theory (Steele, 1992, 1997) minority students underperform on challenging tests, in part, because they are worried about being viewed in terms of the negative stereotype that they are intellectually inferior. In light of this predicament, a study was conducted to investigate two questions: 1) Are the negative effects of stereotype threat reduced when a Black experimenter, who is perceived to be competent in English, administers a difficult verbal test to Black students? 2) Do Black students have a subjective awareness of stereotype threat? Results demonstrate that having a Black experimenter administer a verbal test allowed Black students to perform at the same level as equally talented White students. Black students' verbal test performance, in contrast, suffered when a White experimenter gave the test—replicating the typical underperformance associated with stereotype threat. Lastly, subjective ratings of stereotype threat corresponded to these performance decrements, with Black students reporting higher levels of stereotype threat in the condition that produced their lower verbal test performance. These results imply that the presence of Black experimenters changed the meaning of the test in such a way that these Black students did not experience as much stereotype threat as those who were given the verbal test by a White experimenter. In short, this finding provides evidence that stereotype threat can be a consciously accessible phenomenon.

E44

SEEING BLACK: RACE AND VISUAL PERCEPTION *Jennifer Eberhardt, Phillip Goff; Stanford University* — Our research suggests that race is fundamentally implicated in important perceptual processes. When participants were subliminally primed with the concept of crime they were more likely to attend to Black American faces than to White American faces, suggesting that crime activated "Blackness" and that a kind of mundane racial profiling may occur beneath awareness. In a second study, we replicated these findings using words related to basketball and found that neither Modern Racism nor Motivation to Control Prejudice predicted this attentional bias. The attentional bias was not, therefore, produced by explicit beliefs or simple negative valence. Attention was measured using a dot probe task. In a third study, participants were subliminally primed with either Black or white faces. They were then shown movies of a visually degraded object that was either crime related (i.e. a gun) or crime unrelated (i.e. a penny) and asked to stop the movie as soon as they could identify the object. Participants stopped the crime related movies much faster when primed with the Black face than with the white face, while there was no difference for crime unrelated objects between conditions. This research suggests that the "racialization" of concepts, may be as important as racial stereotypes in producing inequality in domains like the criminal justice system. Additionally, it suggests that our perception of the world may be profoundly racialized even when merely thinking about ostensibly race-neutral topics (such as crime and basketball).

E45

THE EFFECTS OF EXPECTING REJECTION BASED ON PERSONAL VERSUS GROUP CHARACTERISTICS *Janina Pietrzak*[1], *Rodolfo Mendoza-Denton*[2], *Geraldine Downey*[1]; [1]*Columbia University,* [2]*University of California, Berkeley* — Research has shown that satisfaction and perceptions of fairness are driven not only by the valence of the outcome itself but also by variables involved in the process leading up to the outcome. Lind and Tyler (1988) constructed a model of group value (GV), wherein process has three dimensions: trust in the decision-maker, perceived bias of the decision-maker, and evidence of good standing. The present study focuses on the perceived bias dimension. Bias can come in various forms; the decision-maker can be biased against (or for) someone

on the basis of group characteristics or on the basis of personal characteristics. At the same time, individuals themselves may be either chronically or situationally primed to expect bias from others. Research on Rejection Sensitivity (RS) delineates a process of expecting, readily perceiving, and then intensely reacting to rejection due to status characteristics (Mendoza-Denton et al., in press) or personal characteristics (Downey & Feldman, 1996). Combining insights from both the GV and RS models, we predicted that affective and cognitive responses to social interactions would be different depending on the type of bias that people expect. 240 participants imagined an interaction with a professor, then made judgments of mood, fairness, and overall satisfaction. Three separate variables were manipulated and crossed in the scenarios: a) expectations of treatment (fair, group-based rejection, personal rejection), b) process (rude vs. polite treatment), and c) outcome (favorable or unfavorable). Results partially supported our hypotheses. Implications for both GV and RS will be discussed.

E46

THE PERSONAL/GROUP WDISCRIMINATION DISCREPANCY: HOW THE NEED TO BELONG INFLUENCES PERCEPTIONS OF PERSONAL DISCRIMINATION *Mauricio Carvallo, Brett W. Pelham; State University of New York, Buffalo* — Most members of disadvantaged groups report that they have experienced lower levels of personal discrimination than the average member of their group. Researchers have offered a wide range of explanations for this paradoxical finding. To our knowledge, however, only a limited number of studies have assessed the presumed mediators or moderators of this bias. The present research explores an alternative motivational explanation for this bias. Based on the view that people have a pervasive need to belong that is fulfilled through acceptance from others (Baumeister & Leary, 1995), we propose that minority group members are motivated to perceive low levels of discrimination directed at them to protect their relationships with others and minimize feelings of personal rejection. Two studies were conducted to test the prediction that need to belong influences the tendency to minimize personal discrimination. In study 1, we examined the degree to which individual differences in the need to belong are associated with perceptions of personal and group discrimination. High levels of need to belong predicted low levels of personal discrimination and high levels of group discrimination. In study 2, we used a priming procedure to manipulate belongingness motivations before assessing perceptions of personal and group discrimination. The results revealed that (compared with participants in a neutral control condition) participants primed with feelings of belongingness and acceptance reported higher levels of personal discrimination and lower levels of group discrimination. Thus, the need to belong appears to influence perceptions of personal and group discrimination.

E47

STEREOTYPE THREAT AND THOUGHT SUPPRESSION: DISTRACTING COGNITIONS UNDERMINE WOMEN'S PERFORMANCE *Emma Iserman, Steven Spencer; University of Waterloo* — Stereotype threat is the idea that a person who is the target of a negative stereotype may not perform as well as they could in the relevant domain. The present studies attempt to show that said threat occurs when participants attempt to suppress thoughts of the stereotype, fail, and the resulting activation interferes with their test performance. We tested this theory in three studies using women and math. First, we wanted to show that having insufficient cognitive resources would interfere with what would normally be an easy test. Participants completed a math test either under cognitive load or without cognitive load. Women under cognitive load underperformed. In the second study, all participants were under cognitive load, and half were told that the test was gender neutral. This eliminated differences in women's performance, suggesting that when the stereotype is irrelevant and women no longer needed to attempt to suppress it, stereotype threat effects disappear. In

the third study, participants were given a distracter task to aid them in suppressing thoughts of the negative stereotype. Women given the distracter task performed just as well as men, while women not given the distracter performed at a significantly lower level. In all three studies, women who underperformed on the test also showed activation of the female stereotype on a lexical decision task. These results suggest that, when under threat on a math task, women attempt to suppress the female stereotype, fail, and the resulting stereotype activation interferes with their performance on the test.

E48

SUBJECTIVE SLEEP QUALITY AND CARDIOVASCULAR ACTIVITY *Lauren A. Doerr, Louise C. Hawkley, John T. Cacioppo; University of Chicago* — Sleep is essential in the regulation of physical and mental functioning. Chronic poor sleep quality may jeopardize the restorative benefits ascribed to sleep, and may operate as a chronic daily stressor. If poor sleep quality is a stressor, it would be expected to result in decreased parasympathetic activity (i.e., vagal tone; Porges, 1995, 2000) as indexed via heart rate variability (i.e., respiratory sinus arrhythmia, RSA). On the other hand, parasympathetic activity would be expected to be elevated if the primary consequence of poor sleep quality is sleepiness and high need for sleep. The current study tested these hypotheses by examining the relationship between indices of sleep quality (Pittsburgh Sleep Quality Inventory) and measures of parasympathetic and sympathetic activity at rest and in response to acute psychological stressors. Consistent with the hypothesis that sleepiness functions as a "need" state, daytime dysfunction (i.e., sleepiness) predicted higher tonic levels of RSA ($p < .05$) and lower tonic levels of cardiac output ($p < .05$) and diastolic blood pressure ($p < .05$). In addition, daytime dysfunction predicted greater parasympathetic withdrawal and smaller increases in sympathetic activity (i.e., pre-ejection period, cardiac output, peripheral resistance) in response to the stress tasks. Other components of sleep quality (i.e., subjective sleep quality, sleep duration, global sleep quality) also predicted decreased sympathetic responsivity, but did not exhibit a significant relationship to parasympathetic activity at rest or in response to the stressors. These results suggest parasympathetic predominance in the control of cardiovascular activity during sleepy states.

E49

ME, MYSELF, AND MINE: USING THE IAT TO DOCUMENT THE INCORPORATION OF POSSESSIONS INTO THE SELF-CONCEPT *Clifton M. Oyamot, Jr.; University of Minnesota, Twin Cities* — The primary goal of the present study is to elucidate the complex relationship between people's sense of self and their material possessions. I hypothesized that personal possessions, like traits and roles, are integral aspects of our self-concept. I also expected that the propensity to incorporate possessions into the self-concept would be related to individual differences in personality and self-structures. I tested this self-possession merger (SPM) hypothesis using a variation of the Implicit Association Test (IAT). Operationally, I expected a significant overlap between the me-concept (i.e., self-concept) and the mine-concept. Forty-seven (28 women, 19 men) participants placed trait terms, pictures of their personal possessions, and pictures of unowned objects within a series of opposing categories, in the following order: Me v. Not Me; Mine v. Not Mine; Me or Mine v. Not Me or Not Mine; Not Mine v. Mine; Me or Not Mine v. Not Me or Mine. Patterns of RT's were consistent with the SPM hypothesis. When the "me" and "mine" categories were paired together, categorization of possessions were relatively fast and accurate. When the "me" and "mine" categories were opposed (i.e., Me or Not Mine v. Not Me or Mine), RT's for possession categorizations were significantly slower and less accurate than in the "Me or Mine" condition. Furthermore, several individual differences were significantly associated with the SPM effect. Implications for understanding self-structures, self-boundaries, and self-extensions are considered, as well as applicability to phenomena such as materialism.

E50

RELATIONSHIPS BETWEEN IMPLICIT PERSONALITY THEORY AND DECISIONS TO PRACTICE SAFER SEX *Nancy Covell, Chandra Osborn, Jeffrey Fisher; University of Connecticut, Storrs* — College students often rely on irrelevant partner characteristics to judge sexual risk (Agocha & Cooper, 1999). Qualitative evidence, with minimal experimental validation, suggests that implicit personality theories (IPT) are used to make judgments. In an effort to examine the presence of IPT, and their potential consequences on safer sex decisions, the present studies manipulated two female accomplices' (accomplice A & accomplice B) clothing attire (provocatively dressed & conservatively dressed). Study 1: Male, university bar patrons (N = 46) viewed the accomplices at a local bar. Study 2: Male, university participants (N = 157) viewed 1 of 4 videotapes of an accomplice at a bar. In both studies, participants rated the accomplice's personality characteristics and responded to hypothetical scenarios. According to regression analyses, clothing attire predicted perceived personality characteristics above and beyond accomplice effects. Participants rated provocatively dressed accomplices as being more extroverted, less likeable, more impulsive, less stable, less intelligent, more attractive, and less likely to use condoms than conservatively dressed accomplices. For study 2, separate MANOVAs were run for each accomplice. A main effect for condition was found for accomplice A (when viewed as provocatively dressed, she was viewed as more extroverted, less likeable, and less stable) and B (generating a pattern identical to the regression results). These findings expand upon previous work suggesting that stereotypes of provocatively dressed women are only dangerous when applied to "conservatively dressed" women (Williams, 1992) by noting that implicit personality theories in either situation may place individuals at risk for HIV infection.

E51

ALCOHOL'S IMPACT ON TRIGGERED DISPLACED AGGRESSION *Fredy Aviles, Norman Miller; University of Southern California* — A study examined the interaction between the presence or absence of (a) alcohol intoxication and (b) a subsequent minor triggering action on the part of the target of displaced aggression. All trials were run under constant provocation. Consistent with prior research, under no-alcohol conditions, participants exposed to the triggering event displayed more aggression than participants that were not exposed to this event. More importantly, under alcohol conditions, this difference was significantly greater. Simple comparisons revealed that intoxicated participants did not differ from non-intoxicated participants under no trigger conditions. However, intoxicated participants reliably displayed more aggression than non-intoxicated participants under trigger conditions.

E52

OBJECTING TO OBJECTIONS: SPOTLIGHT ATTENTION, JUDGE INSTRUCTIONS, AND JURORS' USE OF FORBIDDEN INFORMATION *Molly Walker Wilson[1,2], Barbara Spellman[1]; [1]University of Virginia, Charlottesville, [2]University of Virginia School of Law* — Research has demonstrated that mock jurors are unable to disregard testimony when instructed to do so. To date, no theory for why this is the case has incorporated the role of an attorney's objection. Given that interruptions enhance attention and memory for proximate events, an attorney's objection might serve as an attentional cue that could hinder jurors' ability to disregard the testimony. Our participants watched a videotape of a murder trial. The video either did or did not include a critical piece of (incriminating) testimony. Of participants who saw the critical testimony: (a) some did not see an objection; (b) some saw an objection followed by a judge ruling to sustain the objection and instructing the jury to disregard the testimony; (c) some saw an objection followed by a judge overruling the objection without instructing the jury; and (d) some saw an interruption in the tape without an objection or ruling. Participants were only somewhat able to follow the instructions to disregard: those told to disregard testimony returned more guilty verdicts than those who did not see

the incriminating testimony, but fewer guilty verdicts than those who saw the objection overruled. Participants were also more likely to vote guilty when the objection was overruled than when there was no objection to the testimony at all, although this finding is not significant. These data indicate that the interruption, objection, and instruction may serve to focus mock jurors' attention on the critical incriminating testimony, increasing the likelihood of a guilty verdict.

E53

AUTHENTICITY AND PSYCHOLOGICAL FUNCTIONING *Robert Piasecki, Brian M. Goldman, Michael H. Kernis, Josh D. Foster, Alison K. Herrmann; University of Georgia* — Many psychological theories posit that authenticity is a vital aspect of optimal psychological functioning and subjective well-being. Historically, authenticity has been conceptualized as being aware of one's true inner nature and operating in a manner that satisfies higher order psychological needs (Maslow, 1968). In this poster, we introduce a new multicomponent conceptualization of authenticity. We define authenticity as the unobstructed operation of one's true or core self in one's daily enterprise (Kernis, in press) involving the following components: awareness, unbiased processing, behavior, and relational orientation. Awareness encompasses having awareness of, and trust in, one's motives, feelings, desires, and self-relevant cognitions. Goldman & Kernis (in press) suggest that awareness does not involve emphasizing an internally consistent self-concept at the expense of ignoring self-relevant knowledge or accepting one's multifaceted self-aspects. Unbiased processing reflects objectivity in assessing one's positive and negative self-aspects, attributes, qualities, and potentials, that is, not denying, distorting, exaggerating, or ignoring private knowledge, internal experiences, and externally generated evaluative information. Authentic behavior is autonomous and freely chosen, reflecting one's values, preferences, and needs (Deci & Ryan, 2000). A relational orientation refers to building relationships through openness and truthfulness without hiding one's flaws. Goldman & Kernis (in press) developed the Authenticity Inventory to assess these components of authenticity and its relation to psychological well-being. Consistent with expectations, scores on the authenticity inventory were positively related to global self-esteem and life satisfaction and negatively related to self-esteem contingencies and negative affect. Findings pertaining to each of the components also will be presented.

E54

PROMOTION AND PREVENTION FOCUS IN KOREAN AND NORTH AMERICAN MAGAZINE ADS *Beth Wonkyong Lee, Geoffrey T. Fong, Mark Zanna; University of Waterloo* — To examine possible differences between Asian and North American cultures in persuasion, we conducted a content analysis of Asian and North American magazine ads with respect to regulatory focus theory. Two Korean and two Canadian coders rated randomly selected magazine ads from their own culture regarding promotion focus and prevention focus themes. We expected that North American ads would be more likely to contain promotion focus themes, whereas Asian ads would be more likely to contain prevention focus themes. However, Korean ads were more likely than North American ads to include promotion focus themes (66.7% vs. 34.0%). Korean and North American ads did not differ in prevention focus themes overall, but finer-grained analyses revealed that Korean ads were significantly less likely than North American ads to include harmony themes (28.8% vs. 35.4%). This surprising pattern was consistent across all magazine and product categories, and may reflect recent shifts in Korea toward embracing Western culture. We also examined the association between promotion and prevention focus themes within each ad. For North American ads, it was significantly negative (r=-.28), indicating that North American ads tended to be promotion or prevention ads. Contrarily, for Korean ads, the correlation was significantly positive (r=+.20). This divergent pattern is consistent with the recent work by Peng and Nisbett (1999) that North Americans tend to hold biases toward consis-

tency, whereas Asians tend toward dialectical thinking. An ad that contains both promotion and prevention themes may seem more natural to Asians but inconsistent to North Americans.

E55

INFLUENCE STRATEGIES IN CLOSE RELATIONSHIPS *Minda Orina; University of Southern California* — This study was designed to test to the proposal that the level of subjective closeness of both the influence agent and target, along with situational constraints, should affect the selection of influence strategies agents use to frame an influence appeal. To test this notion, a 2 (agent's subjective closeness: high vs. low) x 2 (target's subjective closeness: high vs. low) x 2 (duration of change: short-term vs. long-term) x 2 (participant gender: male vs. female) between-subjects factorial design was conducted. 277 participants read a vignette describing one of the eight influence situations. The agent's and the target's level of subjective closeness and the endurance of change for the preferred behavior were manipulated in each vignette. The construction of influence appeals was affected by both the agent's and the target's perceptions of the relationship. Subjectively close influence agents were more likely to use tactics that highlighted the importance of the relationship, according to both self and observer ratings, and were rated by observers as less likely to use coercive tactics to influence their partner compared to agents who were less subjectively close. Additionally, influence agents were affected by the partner's level of subjective closeness. When trying to influence partners who were subjectively close, influence agents were rated by observers as using fewer coercive tactics. Thus, it appears that influence agents were tailoring their messages, based on the attributes of both themselves and their partners, to change their partners' behavior. The findings from this vignette study highlight the dyadic nature of influence.

E56

THE PERCEPTION OF RACIALLY AMBIGUOUS PERSONS *Brandy Young, Peter Ditto, Chuansheng Chen; University of California, Irvine* — The lines between ethnic and racial groups are becoming increasingly blurry as the number of biracial and multiracial individuals in the U.S. continues to grow. However, little is known about how people of mixed and potentially ambiguous racial/ethnic ancestry are perceived. Perceptions of racially ambiguous persons (RAPs) were examined in a series of studies. Asian and European American faces were averaged together using a computer morphing program, thus allowing quantitative manipulation of racial variation. Asian and European American college students gave estimates of how "Asian" or "Caucasian" they perceived the faces to be. Participants also completed self-report measures regarding their social distance attitudes towards Asians and Europeans and the extent to which they had contact with Asians and Europeans. Results consistently showed an ethnic difference in the ancestry estimates of the RAPs, with Asian Americans assigning a higher proportion of Asian ancestry to the RAPs than European Americans. Furthermore, consistent with Allport's (1954) hypothesis that prejudiced persons are prone to excluding ambiguous others from their definition of the ingroup, results showed that the more negative a participant's attitude toward the outgroup, the higher the proportion of outgroup ancestry they assigned to the RAPs. The extent of actual intergroup contact experiences was not significantly related to the ancestry estimates of the RAPs. Although the morphing technique showed promise for improving existing measures of racial perception, particularly the perception of biracial and multiracial individuals, certain methodological limitations including the selection of the "parent" stimulus photos need further testing.

E57

PERCEIVING RACISM: THE ROLE OF SELF-AFFIRMATION *Teceta E. R. Thomas[1], Glenn Adams[2], Monica L. Bergandi[3]; [1]Stanford University, [2]University of Kansas, [3]University of California, Irvine* — Two studies examined the effect of self-affirmation (Affirmation vs. No Affirmation) and

the moderating effect of ethnicity (Ethnic Minority vs. European American) on perceptions of racism. After an affirmation manipulation, participants in Study 1 (21 Latinos, 44 European Americans) completed a questionnaire that measured perceptions of racism in everyday events. Results revealed the anticipated ethnic difference-- Ethnic Minority participants perceived greater levels of racism than did European American participants-- in the No Affirmation condition. However, a predicted interaction revealed that the ethnic difference in perceptions of racism was eliminated for participants in the Affirmation condition. Study 2 replicated these results with an independent sample of 57 Ethnic Minority participants (Latino and African American) and 80 European American participants. Results suggest that different ethnic groups have different motivations for perceiving, or failing to perceive, racism in society. Findings have implications for ongoing debates about the motivational bases of racism perception.

E58

SELF VERSUS OTHER COMPARISONS IN WOMEN'S WEIGHT PERCEPTIONS *Erika Koch[1], James Shepperd[2], Jaime Jasser[2]; [1]McDaniel College, [2]University of Florida* — Are judgments of weight subject to comparative optimism (CO) and the better-than-average effect (BAE)? The BAE occurs when the attribute examined is vague and can be multiply operationalized. CO includes thinking that positive outcomes are more likely for the self than for others and occurs for future events perceived as under personal control. Weight is a concrete, singly-operationalized attribute that is somewhat under personal control. We thus predicted that women would display no BAE when comparing past or current weight to that of other women, but they would display CO when comparing their future weight to that of other women. Sixty-four women completed a questionnaire assessing estimates of their own weight and the weight of the average woman their same age and height a year ago, today, and a year from now. Analyses using hierarchical linear modeling (HLM) revealed, as expected, no evidence for the BAE. Overall, women reported no change in their own weight over time. However, evidence for CO emerged when analyses included actual weight. Specifically, the higher the women's actual weight, the more they believed that their weight would improve relative to the weight of the average woman. Furthermore, regardless of their actual weight, women reported an increase in the average woman's weight over time. These results suggest that women are pessimistic about temporal changes in the average woman's weight. Although women on average report that their own weight will not change over time, the more women weigh, the more optimistic they are about losing weight.

E59

FOUR DIMENSIONS OF SELF-DEFINING MEMORIES AND THEIR RELATIONSHIPS TO SOCIAL-EMOTIONAL MATURITY, DISTRESS, AND REPRESSIVE DEFENSIVENESS. *Pavel S. Blagov, Jefferson A. Singer; Connecticut College* — This study examines four dimensions of autobiographical memory (structure, meaning, content and affect) and their relationship to personality adjustment, distress, and defensiveness. The development and validation of a protocol for measuring structure, meaning, and affect in self-defining memories is discussed. Structure is operationalized as the temporal and detail specificity of the narrative. Meaning refers to the participant's stepping-back from the narrative to derive higher personal meaning or a life lesson. Affect reflects subjective emotion upon recall. The protocol yielded good inter-rater reliability: k=.80-.98 for structure (three raters scoring 200 memories) and k=.70 for meaning (two raters scoring 245 memories). Agreement between two raters scoring 1040 memories was k=.83 for structure and k=.72 for meaning. The protocol is compatible with Thorne and McLean's scoring system for content (the types of events in memories). The current study compared individual differences in the four dimensions of 10 self-defining memories collected from 104 undergraduates to scores of self-restraint, distress, and repressive defensiveness, as measured by the Weinberger Adjustment Inventory. Memory specificity was inversely related to repressive defensiveness, while greater memory meaning was linked to higher levels of self-restraint. Memory content and affect predicted individuals' degree of subjective distress. Based on these findings, the authors discuss the place of self-defining memories in Conway and Pleydell-Pearce's self-memory system model of autobiographical memory and McAdams's theory of identity. It is suggested that the empirically derived classification system for self-defining memories can help researchers across laboratories unify and corroborate their measurements.

E60

EFFECT OF INDUCED LEVEL OF CONFIDENCE ON COLLEGE STUDENTS' PERFORMANCE *Julia Zorkina[1], David Nalbone[2]; [1]Hamilton College, [2]Purdue University, Calumet* — This study investigated whether induced confidence had an effect on performance on an intelligence test, and whether believing that one's scores would be compared with those of college students vs. high school students would affect academic confidence. College students were divided into High Confidence and Low Confidence groups. Intelligence scores for the groups were compared. In addition, peer evaluations of subjects' performance and academic confidence were examined. The results supported the hypotheses, suggesting that group assignment had an effect on subjects' confidence levels and academic performance, implying the existence of a direct relationship between confidence and performance. Such vulnerability of student confidence may entail serious repercussions, especially for students at risk for developing low levels of self-esteem and confidence.

E61

THE EFFECT OF PRE-EXISTING AFFILIATION ON INGROUP BIAS IN A STATE OF HEIGHTENED COMPETITION *Katherine M. Knight, Sarah N. Blythe; Hanover College* — This experiment studied how a pre-existing affiliation and heightened competition environment affected an ingroup's tendency to demonstrate bias towards a dissimilar group. Groups of previously affiliated and unaffiliated individuals were formed and asked to complete the simple task of writing a "jingle" or advertising slogan. The groups were led to believe that they were competing against a group in another room and that they would be given a chance to evaluate both jingles. During the evaluation, they were to assign a point value to each jingle. The researchers utilized this point allocation rating as the measure of ingroup bias. Groups were also randomly assigned to one of two conditions. In the control condition the group was given no indications of the other group's "intent," while in the heightened competition condition the group was informed that the other group was planning on withholding points. Results indicated that there was no main effect for affiliation; however, the heightened competition condition did exhibit a main effect. An ANOVA revealed that the interaction between the two variables was statistically significant. The effect of affiliation on point allocation was dependent upon the level of competition created. The research supported the hypothesis that the pre-affiliated groups in the heightened competition condition would demonstrate the highest level of bias.

E62

SATISFYING THE NEED TO BELONG: AFFECTIVE, MOTIVATIONAL, AND BEHAVIORAL IMPLICATIONS *Kristy Dean, Wendi L. Gardner; Northwestern University, Evanston* — A new theoretical model is posed which asks the question: Are all rejection experiences the same? Though the existing general belonging model treats all rejection experiences as yielding the same negative consequences (e.g., negative affect), regulatory focus theory, which distinguishes between maximizing benefits and minimizing losses, may offer a more in depth analysis of rejection experiences. More specifically, affective and behavioral consequences of a rejection experience may differ depending upon the motivational strategy one adopts. Our study manipulated social rejec-

tion by varying the directness of rejection, such that participants were explicitly rejected (thus experiencing a negative situation), ignored (thus experiencing the lack of a positive situation), or explicitly accepted by computerized confederates during a simulated Internet chat. Supporting the general belonging model, ratings of anxiety and depression did not differ between rejected and ignored individuals, though these individuals did experience significantly more rejection distress than accepted individuals. To assess behavioral attempts at regaining belongingness needs, participants were asked to choose between writing an essay about a friend (prevention-focused behavior) and participating in another social interaction (promotion-focused behavior). Though no significant differences were found between the rejection and ignored individuals, a trend was revealed such that accepted individuals preferred the social interaction option whereas the rejected and ignored individuals preferred the essay option. These results, with a few minor incongruities, support the general belonging model suggesting that all social rejection experiences elicit similar negative consequences.

E63

BEHAVIORAL MANIFESTATIONS OF SELF-DISCREPANT FEEDBACK FOR HIGHLY VALUED ATTRIBUTES *Michelle Garretson, Deborah Prentice; Princeton University* — Previous research has shown that individuals are motivated both to enhance their self-images and to verify them. Pursuing both of these goals simultaneously becomes quite difficult when one is confronted with negative feedback in an important domain. One strategy people may use in that situation is to seek out evidence of their competence in the threatened domain, even if it means spending a great deal of time in ungratifying or financially unrewarding pursuits. In the first study, participants rank-ordered six attributes in terms of self-descriptiveness and also rated the importance of each of the six for the self. After participants completed a questionnaire that ostensibly provided insight into what their behavior may reveal about their personality, they received positive or negative feedback about one of the six attributes. Later in the experiment, participants indicated their interest in, and amount of time they would devote to, various campus activities that reflected these self-attributes (e.g., tutoring as reflective of intelligence). Analyses confirmed the effects of importance of self-attribute on activity-related behavior - individuals expressed more interest in activities that reflected attributes important to the self. However, the amount of time participants were willing to devote to these self-important activities differed depending on the valence of the evaluative feedback - participants volunteered more time to related activities if the feedback was negative, but less time if the feedback was positive. A second study suggested that people will even transgress social norms in order to ward off feedback that is inconsistent with important self-attributes.

E64

IMPLICIT EGOTISM: IMPLICATIONS FOR INTERPERSONAL ATTRACTION *John Jones[1], Mauricio Carvallo[1], Brett Pelham[1], Matthew Mirenberg[2]; [1]State University of New York, Buffalo, [2]Columbia University* — Research on implicit egotism suggests that the positive associations people have about the letters in their names influence some of the most significant decisions people make, including their choice of where to live and what to do for a living. For instance, Pelham, Mirenberg, and Jones (2002) found that people are disproportionately likely to live in cities or states, and to chose careers whose names share letters with their own first or last names. The present paper sought to assess the influence of implicit egotism for interpersonal attraction. Specifically, we present evidence from 5 archival studies suggesting that the positive associations people have about the letters in their names predict their attraction to other people whose names happen to share these letters. Study 1 showed that people are more likely than usual to contribute to the Presidential election campaigns of candidates whose last names begin with the same letter as their own. Studies 2a and 2b showed that scientists are disproportion-

ately likely to collaborate with one another when their names share initials. Studies 3a and 3b showed that people are disproportionately likely to marry one another when their names share initials. Supplemental analyses ruled out ethnic matching, age matching, and proximity effects as alternate explanations for these findings. These findings extend the implications of implicit egotism and challenge many assumptions about both decision-making and interpersonal attraction. They also attest to the importance of understanding implicit beliefs.

E65

STEREOTYPE LIFT *Gregory M. Walton, Geoffrey L. Cohen; Yale University* — People who work in domains where a negative stereotype impugns the ability or worth of an outgroup may experience stereotype lift - a psychological advantage conferred by awareness that another group is stigmatized as inferior to one's own. Stereotype lift was predicted to improve performance on cognitively demanding tasks. In a meta-analytic review, members of non-stereotyped groups were found to perform better when a negative stereotype about an outgroup was made relevant to a performance test than when it was made irrelevant. Notably, people seem to assume the relevance of a negative stereotype to evaluative tests that have historically yielded group-based differences. Thus only studies in which the stereotype-irrelevant control condition explicitly refuted a negative stereotype showed the lift effect. Further, as suggested by stereotype threat theory, the stereotype lift effect was strongest in studies that preselected participants for domain identification. Finally, analysis of the same studies revealed that the stereotype threat effect followed the same patterns of moderation. Discussion addresses the mediation of stereotype lift and the appropriate interpretation of group differences in achievement.

E66

INCREASING PRO-ENVIRONMENTAL BEHAVIOR BY CHANGING ENVIRONMENTAL CONCERN AND SELF-DETERMINED MOTIVATION *Ryan Howell, Colleen Howell; University of California, Riverside* — Efforts to change environmental behavior by increasing concern for the environment have not proven successful. The absence of a positive relation between concern and behavior has led some to propose that self-determined motivation may be the impetus behind pro-environmental behavior. Thus, this study proposed to employ environmental education as a means for increasing environmental concern and self-determined motivation in order to examine the effectiveness of each on increasing pro-environmental behavior. We hypothesized that after the education, the treatment group (students who self-selected into a Introduction to Environmental Science class) would report greater increases in environmental concern, self-determined motivation and environmental behavior than the control group. We also predicted that the association between changes in self-determined motivation and behavior would be stronger than the association between changes in concern and behavior. Pretest measures demonstrated that the only difference between the two groups was a greater initial environmental concern in the treatment group. Posttests were administered 8 weeks later, and change scores for concern, behavior and motivation were calculated. Although the treatment did not significantly increase environmental concern, there were significant increases in reported pro-environmental behavior as well as self-determined motivation. A positive relation was observed between changes in self-determined motivation and changes in frequency of pro-environmental behaviors. Our findings suggest that while concern may be uncorrelated with behavioral change, it may prompt one to seek-out environmental education. Thus increasing environmental awareness appears to produce an increase in self-determined motivation, which is associated with pro-environmental behaviors.

E67
IMPLICIT ATTITUDES AND EPISODIC EXPERIENCE, TOGETHER AT LAST *Tamlin Conner Christensen, Lisa Feldman Barrett; Boston College* – Implicit attitudes, whether they concern women, African Americans, the elderly, or oneself, are thought to mediate a variety of automatic behaviors. As such, it is important to know as much as possible about these attitudes, including their origin and maintenance through time. Research has suggested that implicit attitudes originate from "past experience," but the nature of that experience is not well known. In this poster, we present research showing a systematic relation between implicit attitudes towards the self (as measured by two Implicit Associations Tests) and episodic experience (as measured by experience-sampling procedures). By applying concepts from the study of memory and consciousness, results suggest that implicit attitudes, although themselves not accessible to conscious awareness, may derive from (and influence) experiences that are represented in conscious awareness. Results could have implications for using implicit measures to "get under" motivated processing about the self. Any motivated processing that changes the content of episodic experience could, by extension, change the content of implicit attitudes. Results also suggest a role for episodic experience in understanding discrepancies between implicit and explicit attitudes.

E68
INDIVIDUALISM-COLLECTIVISM: A REVISED SCALE FOR MEXICAN-AMERICANS *Julia Lechuga, Osvaldo Morera, Scott S. Culhane, Eva M. de la Riva; University of Texas, El Paso* – One of the most prominent constructs that differentiate between cultures is the individualism-collectivism dimension or INDCOL (Hofstede, 1980). Singelis, Triandis, Bhawuk & Gelfand (1995) developed one of the most widely used instruments using a sample of participants of East-Asian descent. Subsequent research has aimed at making their scale an instrument capable of discriminating between eastern and western cultural tendencies. Such efforts, however, appear to be specific to the sample used for standardization. Specifically, little research has been conducted testing the generalizability of INDCOL in many Latin American cultures. Current research on testing practices establishes the inappropriateness of translating measurement artifacts from one culture to the next one without taking into account the specifics of the culture in question (Tanzer & Van de Vijver, 1997). In particular cross-cultural, psychometric and linguistic aspects need to be considered as well. The INDCOL scale has been applied without modifications other than linguistic translations. Our study investigated the psychometric properties of a scale aimed at measuring individualist-collectivist tendencies, at the personal level, in a sample of participants of a Mexican-American background. Results indicated that collectivism could be defined as the perception that relationships and personal goals are equally important and as a psychological dependency of the individual with the in-group. A scale composed of items measuring these aspects yielded a reliability index of .90. A confirmatory factor analysis supported the conclusion that both aspects measure one higher order factor termed collectivism. Implications for the use of the new scale are discussed.

E69
WHAT MAKES A GOOD JUDGE? AN EXPLORATION OF ACCURACY ACROSS TRAITS AND CONTEXTS *Daniel Pickhardt[1], Simine Vazire[1], Peter J Rentfrow[1], Samuel Gosling[1], Thomas Mannarelli[2]; [1]University of Texas, Austin, [2]INSEAD* – Are some individuals better than others at judging what people are like? The answer to this basic question of interpersonal perception has remained surprisingly elusive (Funder, 1999). We revisit this question, building on past critiques and new approaches to accuracy research (Cronbach, 1955; Funder, 1999; Kenny, 1994). Using data gathered in wide variety of judgment contexts, ranging from brief introductions and personal websites to bedrooms and offices, we revisit the issue of the accurate judge. Guided by the parameters of

Funder's Realistic Accuracy Model we address the following questions: (a) Which personality traits are related to an aptitude for judging others' personalities? (b) Are individuals particularly good at judging traits that characterize themselves? (c) Are individuals particularly good at judging traits that are central to their identity? (d) Are individuals more accurate at judging traits they value in others? (e) How accurate are people's beliefs about the accuracy of their judgments? Our findings suggest that the link between individuals' personalities and the accuracy of their judgments varies across observers, traits being judged, and contexts.

E70
AFFECTIVE CONSEQUENCES OF SOCIAL PRESSURE AND EXTERNAL MOTIVATION TO RESPOND WITHOUT PREJUDICE IN A RACE RELEVANT CONTEXT *Stephanie Vance, Patricia Devine; University of Wisconsin, Madison* – Although previous research has shown that some individuals report being highly sensitive to social pressure to respond in nonprejudiced ways (i.e. those high in external motivation to respond without prejudice, EMS, Plant & Devine, 1998), no studies have examined the immediate affective consequence of such social pressure in the context of making race relevant responses. This study examined the effects of social pressure on the level of anxiety reported by high and low EMS individuals. While all participants were told they would be completing a difficult-to-control measure of implicit bias (the IAT), some were told their responses would be neither observed nor analyzed (No Social Pressure Condition); others were told the experimenter would both record and discuss their responses with them (Social Pressure Condition). Remaining participants received no elaborative information (Control Condition). Results yielded an EMS x Condition interaction. Low EMS individuals reported low levels of anxiety across conditions; in contrast, whereas high EMS individuals reported equal levels of low anxiety in the Control and No Social Pressure Conditions, they reported elevated anxiety in the Social Pressure Condition. Explanations of their anxiety affect revealed that their primary concern was the possibility of appearing prejudiced on the implicit task. Interestingly, low EMS individuals expressed curiosity and interest in the implicit task. Finally, although internal motivation to respond without prejudice was measured, it did not directly affect reported anxiety nor did it interact with EMS or Condition. Results are discussed in terms of implications for the ability to effectively control prejudiced responses.

E71
INFLUENCES OF 'SELF' ON PRIMING EFFECTS *Laurie Slone, Jay G. Hull; Dartmouth College* – This research investigates how self-awareness moderates the effects of non-conscious subliminal or implicit primes. Recent findings (Hull, Slone, Meteyer, and Matthews, 2002) reveal that individuals high in private self-consciousness, an individual difference in self-awareness, display greater sensitivity to non-conscious primes than those low. This is a surprising finding because paying more attention to "self" would seem to lead to the prime influencing self less. The main goals of these two studies are 1) to expand this finding to the effects of automatic goal primes and 2) to start to test the effects of manipulations of self-awareness as opposed to individual differences in private self-consciousness. Study 1 uses implicit cooperative and competitive primes to activate automatic goal pursuit following the methodology of Bargh, Gollwitzer, Lee-Chai, Barndollar and Troetschel (2001). Analyses revealed the cooperative prime compared to the competitive prime significantly lead to greater cooperative behavior during a subsequent fishing game. This effect is stronger for high private self-conscious individuals. Study 2 uses subliminal self name presentation as a self-awareness manipulation (Macrae, Bodenhausen and Milne, 1998) in combination with subliminal goal primes. Data is currently being collected. The effects of this self-awareness manipulation on priming will be compared to the demonstrated effects of self-consciousness on priming. Self-awareness is hypothesized to increase the effects of implicit and sublimi-

nal primes as a consequence of the self-relevant processing of information.

E72

THE ROLE OF GOSSIP IN EVERYDAY LIFE *Holly Hom, Jonathan Haidt; University of Virginia* — What is gossip? Why do people do it? Two studies investigated this well-practiced, but publicly condemned phenomenon. In Study 1, the conditions under which talk is identified as "gossip" are assessed. Results revealed that a conversation is a prototypical example of gossip when: the target is not present; the discussion is negative in evaluative tone; gossipers have an established relationship with the target; the talk is idle; and is centered on a moral topic. In Study 2, participants recorded details and feelings about their every social interaction in a week-long diary study. Results reveal that when telling gossip, men are more likely than women to experience empowerment/popularity, a better understanding of behavioral standards, and more bonding with partners. Taken together, the findings propose many new things about a ubiquitous social phenomenon: they identify the features that make gossip "juicy"; allow us to eavesdrop on everyday conversations to see what people are gossiping about; describe how people feel when they hear and tell gossip; suggest why participation in an activity that is widely criticized might not be such a bad thing; explore the role of gossip in bringing some people closer together while tearing others apart; and improve our understanding of gossip's influence on the shaping of society's accepted standards of behavior and thought.

E73

UNDESERVED FLATTERY IS WORSE THAN A GOSSIP : FALSE INFORMATION PROCESSING. *Izabela Krejtz[1,2]; [1]Institute of Psychology Polish Academy of Sciences, [2]Warsaw School of Social Psychology, Poland* — The purpose of the research was to re-examine how people process and use false information when they evaluate others. The project was inspired by work of Gilbert et al. (1993). He showed that under cognitive load even if we know that something what we have just heard is not true, we tend to use the information while evaluating. The evaluations were either more positive or negative depending on the valence of the false information. There was no impact of the information type when people had enough time to reject it. However, one can think of situation when the influence of undeserved flattery will produce even a contrast effect. In the present studies, participants were given CV's of two candidates for a manager post and read some opinions about them. There were false and true characteristics among them. They were to choose better candidate for the post. There was one within participants variable: false information either positive or negative and one between participants variable: cognitive load. The results revealed that when participants had enough time to process and reject the false information they chose the candidate whose was the subject of gossips rather than the one who was flattered. Overall, the false information has an opposite effect. When the false information was negative, the candidate was perceived as more qualified than when the false information was positive. At the same time we obtained similar effects to those of Gilbert and collegues for the cognitive load condition.

E74

THE AFFECT MATRIX: INDEXING POSITIVE AND NEGATIVE AFFECTIVE PROCESSES *Catherine J. Norris[1], Jeff T. Larsen[2], John T. Cacioppo[1]; [1]University of Chicago, [2]Texas Tech University* — The field of social psychology has been dominated by models of affect characterized by a bipolar valence dimension ranging from negative to positive. As a result, bipolar scales have been widely used in the measurement of central constructs such as attitudes and emotion. However, recent theory and research has called attention to the separability of the positive and negative affective processes underlying the valence dimension (Cacioppo & Berntson, 1994; Larsen, McGraw, & Cacioppo, 2001). Unfortunately, conventional unipolar measures are rather inefficient, requiring multiple items to obtain valid indices. We introduce a single-item scale designed to provide an efficient measure of positive and negative affect. The affect matrix allows participants to report their positive and negative affective reactions along the x- and y-axes of a 5 x 5 grid, respectively. Participants made ratings of a variety of attitude objects and gamble outcomes using the affect matrix, as well as the affect grid (Russell, Weiss, & Mendelsohn, 1989), a single-item measure of valence and arousal. Ambivalent attitude objects and gamble outcomes previously shown to elicit mixed feelings were given middling ratings on the affect grid's valence dimension, but were rated as both positive and negative on the affect matrix. In addition, across all stimuli, the difference between ratings of positive and negative affect from the affect matrix correlated with valence ratings from the affect grid at .99. These results suggest that the affect matrix provides valid, efficient indices of the positive and negative valent processes underlying the bipolar valence dimension.

E75

STEREOTYPE THREAT IN MEN: THE CASE OF SOCIAL SENSITIVITY *Anne M. Koenig, Alice H. Eagly; Northwestern University* — Stereotype threat theoretically exists for any group of people when a relevant negative stereotype creates anxiety about confirming that stereotype (Steele & Aronson, 1995). Past research has shown that threat can affect men, and this study extends threat research with men into the feminine ability of social sensitivity. Social sensitivity, as tested by the Interpersonal Perception Task-15 (Costanzo & Archer, 1989), refers to how well people understand the communication of others and decode nonverbal cues. It was predicted that men who were told that women usually do better on this test would be threatened and receive lower scores than men in the control condition. Although men's scores did not significantly decrease, their self-reported motivation affected scores. Motivation interacted with gender and threat such that less motivated men showed a decrease in scores under threat conditions whereas more motivated men showed an increase in scores under threat conditions; women's scores were unaffected by motivation and threat. This interaction suggests that some men were indeed threatened, as shown by the decrease in scores for the men who reported less motivation. Conversely, the increase in scores for men who were more motivated can be interpreted as reactance against the threat (Brehm & Brehm, 1981), whereby the men became upset about their lack of freedom to excel and increased their efforts, therefore answering more questions correctly. Combining these two groups of men resulted in null effects overall because at the individual level both threat and reactance may be common reactions to stereotype activation.

E76

HINDSIGHT BIAS IN WOMEN'S PERCEPTION OF THEIR RISK OF BREAST CANCER *Angela Fagerlin, Dylan Smith, Peter Ubel; University of Michigan* — Hindsight bias has proven to be a robust phenomenon. Little research has investigated the incidence of hindsight bias for cancer risks or the impact of hindsight bias on people's emotional reaction to cancer risk. The current study surveyed 189 women and manipulated whether or not women estimated the chance that the average woman will develop breast cancer in her lifetime prior to receiving actual breast cancer risk information. Women's mean estimate of the likelihood of the average woman developing breast cancer was 40.89 (SD = 23.97), with 79% of women overestimating the actual 13% risk. In contrast, of women who were not asked to estimate the risk before receiving the statistical information, 39% indicated it was about what they had expected, 27% indicated it was higher than expected, and 34% reported that it was lower than they expected. Furthermore, women who did not first estimate the cancer risk reported feeling more anxious about the risk of breast cancer (M = 3.45 vs. 2.78; t = 5.60, p < .001) and were more likely to perceive the risk of breast cancer as high (M = 3.33 vs. 2.93, t = 3.40, p = .001). These results suggest that women's perception of the risk of breast cancer differs based on whether they are required to explicitly think about the risk

of breast cancer before being provided with risk information and that it can affect their subjective perception of their breast cancer risk.

E77
SELF OTHER DIFFERENCES IN EVALUATION *Kim Weaver, Stephen Garcia; Princeton University* – Our construal processes mediate our perceptions of reality. Thus, people with different viewpoints or roles can perceive the same situation differently. For instance, actors and observers make different causal attributions for behavior. Actors tend to explain their own behavior with situational attributions, whereas the same individuals tend to make dispositional inferences about the behavior of others. Our studies examined construal differences in a particularly important context: interactions between applicants and evaluators. In particular, studies 1-3 put people in applicant or evaluator mind sets and examined whether there were differences in the way that they processed information about portfolios. Results showed evidence of differential processing as a function of role. These processing differences led to evaluative preference reversals. Study 4 looks more closely at the psychological mechanism behind the divergence in perception. Implications and future directions for research are also discussed.

E78
MEASURING PERCEPTION OF THE OTHER IN SOCIAL INTERACTIONS: THE INTERPERSONAL GRID *J. Elizabeth Foley, Marc A. Fournier, D. S. Moskowitz; McGill University* – Previous research has examined personality and situation variables that influence individual behaviour in social interactions. Another important factor in the study of interpersonal interactions is the perception of the other. We present data from two studies using the Interpersonal Grid (Moskowitz & Zuroff, 2002) as a measure of perceived partner agency (submissiveness to dominance) and perceived partner communion (quarrelsomeness to agreeableness). Using a repeated measures event-sampling methodology allows for perception of the other to be introduced as both a within-subject and between-subject variable. Results indicate that in general individuals tend to perceive others as agentic (more dominant than submissive) and communal (more agreeable than quarrelsome). Perceptions of the other also vary with partner role. Individuals tend to perceive their boss as behaving more dominantly than their coworker and they perceive their coworker as more agreeable than their boss. Furthermore, perceptions of the other differ significantly between individuals along agentic and communal axes. Mean perceptions of partner behaviour over time can be calculated to measure perceived interpersonal climate. We found that interpersonal climate has a moderating effect on how individuals are likely to behave in specific social interactions. For example, an individual who generally perceives others as quarrelsome is more likely to exchange hostility in a given social interaction than an individual who typically perceives others as agreeable. The importance of measuring perceptions of the other in social interactions is discussed.

E79
APPROACH BEHAVIOR AS THE MEDIATING MECHANISM IN THE ASSOCIATIVE LEARNING OF ATTITUDES *Natalie Shook[1], Russell H. Fazio[1], J. Richard Eiser[2]; [1]Ohio State University, [2]University of Sheffield* – Recent work by Fazio and Eiser (2000) examining attitude formation through associative learning revealed an intriguing asymmetry in learning. Participants learned negatively-valenced stimuli better than positively-valenced stimuli. The suggested explanation for this learning asymmetry relies on the fact that one can only learn through approach behavior. Misconceptions that something is positive are corrected because one approaches and learns that it is negative. However, misconceptions that something is negative lead to avoidance and, thus, are never corrected. This study was aimed at further understanding the role of approach behavior in attitude formation through associative learning. Participants played a computer game that required learning which stimuli produced positive outcomes and which stimuli produced negative outcomes in order to succeed. The game was framed in either gains or loss terms and stimuli varied in terms of extremity of positive and negative. These manipulations were implemented in order to encourage more or less approach behavior. The results of the study indicated that framing significantly affected approach behavior and the learning asymmetry. That is, gains framing produced more approach behavior and decreased the learning asymmetry. However, the relationship between framing and the learning asymmetry was mediated by approach behavior. Gains framing increased approach behavior, which in turn caused a decrease in the learning asymmetry. These findings provide definite evidence for the role of approach behavior in the associative learning of attitudes. Thus, a lack of approach behavior leads to differential learning of positives and negatives, or a learning asymmetry.

E80
NARCISSISM, SEXUAL REFUSAL, AND SEXUAL AGGRESSION: TESTING A NARCISSISTIC REACTANCE MODEL OF SEXUAL COERCION *Angelica M. Bonacci[1], Brad J. Bushman[1], Mirjam Van Dijk[2], Roy F. Baumeister[3]; [1]Iowa State University, [2]Utrecht University, [3]Case Western Reserve University* – Acquaintance rape is a serious problem in the United States. Though reactance theory in often used in explaining why date rape occurs, reactance in itself appears an incomplete explanation. Narcissism might be an individual difference variable that makes some men more prone to date rape then others. Narcissists have a strong sense of entitlement, and lack empathy for others. Three laboratory analog studies investigated the theory that narcissism and reactance contribute to causing date rape. In Study 1, narcissism correlated positively with rape-supportive beliefs and negatively with empathy for rape victims. In Study 2, after watching film depictions that presented consensual, affectionate activity followed by rape, narcissists reported more enjoyment and rated the clip as more sexually arousing than other men (but not in response to either affection or rape alone). In Study 3, narcissists were more punitive than other men toward a female confederate who refused to read a sexually arousing passage aloud to them. The results of these three studies suggest that narcissistic men may be more prone than others to engage in date rape. They have less negative attitudes towards rape, especially if they perceive the victim as encouraging the rape. They are also more punitive if the victim angered them by refusing and anticipated sexual activity.

E81
THE GOOD, THE BAD, & THE UGLY: HAPPY AND SAD EMOTIONS IN INTERGROUP CONTACT *Melody Sadler, Charless Judd; University of Colorado, Boulder* – A potential dissociation in the roles incidental happy and sad emotions play in successful intergroup contact was examined. Based on the affect-as-information hypothesis, happiness was expected to facilitate more liking for one's contact partner than sadness, which was predicted to generalize to more favorable impressions of the group to which the partner belonged. In contrast, based on the functional theory of emotions, sadness was expected to encourage more systematic processing of disconfirming information about the contact partner than happiness, and thus more outgroup stereotype change. In addition, we examined if the effect of emotion on stereotyping is specific to stereotypically negative traits or would depend on whether or not the valence of traits matched mood valence. Non-Hispanic participants cooperated on a game over "email" with a Latino who was counterstereotypic, or a Latino or White male who was ambiguous with respect to the stereotype. Results showed partners were liked more when participants were happy than when they were sad, but this was only true with a Latino partner. With a White partner, a reversal was found such that he was liked more when participants were sad when they were happy. As hypothesized, sad participants were more sensitive to disconfirming information about a Latino partner than happy participants were, especially on negative traits. This effect did generalize to stereotypes about Latinos as a whole, but unexpectedly resulted in a rebound effect, again

primarily on negative traits, such that participants perceived the group more stereotypically after disconfirming than ambiguous information.

E82

WEDDING PHOTOGRAPHS AND HUMAN MATE SELECTION PREFERENCES *Kristine Kelly, Jamie Ridens; Western Illinois University* – Previous research examining human mate selection preferences has focused on asking men and women what characteristics they desire in a potential mate. However, little research has examined the actual mate choices of men and women. Thus, the purpose of this study was to investigate the characteristics of married couples using wedding photographs as the stimulus material. According to theoretical predictions, high status men were expected to marry highly attractive women. Further, we expected no relationship between a woman's status and her husband's attractiveness. A sample of undergraduate students rated 22 wedding photographs obtained from newspapers around the country. Ratings were made separately for either the groom's status and bride's attractiveness or the bride's status and the groom's attractiveness, with higher scores indicating perceptions of higher status or attractiveness. Correlational analyses revealed a significant positive correlation between groom's status and bride's attractiveness, thus supporting our hypothesis. However, a weaker but significant positive relationship was also found between bride's status and groom's attractiveness, which did not support our hypothesis. Results will be discussed in terms of the "sexy son" hypothesis, self-perceived mate value, and social influences.

E83

IS THE INTERDEPENDENT SELF-CONSTRUAL A FAT STORE OR A GROWLING STOMACH? THE INFLUENCE OF THE NEED TO BELONG *Megan L. Knowles, Wendi L. Gardner; Northwestern University* – The need to belong has been postulated as a fundamental, human drive. When the need has been unfulfilled, this social hunger elicits many negative consequences (e.g., negative affect and low self-esteem). Given these outcomes, it is beneficial to determine any factors that may alleviate rejection distress. The goal of the current research was to examine the role of the interdependent self-construal in moderating responses to rejection. Extending the research demonstrating the buffering effects of both concrete social reminders and secure attachment style on rejection distress, we predicted that the internalized representations of positive relationships held by interdependent individuals would serve as a potential buffer—or social fat store—protecting against the negative consequences of rejection. However, the high value interdependent individuals place on belonging may, instead, increase vulnerability to rejection distress. In light of these divergent views, we hypothesized that the temporal accessibility of the interdependent self-construal determines its positive or negative impact upon rejection distress. Specifically, when the interdependent self-construal is made accessible after a rejection, it may serve to buffer individuals from rejection distress by reminding them of social bonds. Conversely, when the interdependent self-construal is made salient before a rejection, it may intensify rejection distress because belonging needs will be weighed heavily. These predictions were tested by manipulating self-construal through a prime, rejection through an imagination task, and order of tasks. Analyses on mood yielded the predicted three-way interaction. The pattern of means for mood as well as self-esteem are as predicted.

E84

STRATEGIC LINGUISTIC BIAS IN INTERGROUP PROCESSES *Linda Zyzniewski; Virginia Commonwealth University* – The Linguistic Intergroup Bias (LIB) posits people systematically vary group member descriptions; positive ingroup behaviors and negative outgroup behaviors are described abstractly, and negative ingroup behaviors and positive outgroup behaviors are described concretely. Abstract terms emphasize dispositional characteristics of the actor, whereas concrete terms emphasize the actor's situation. This bias then subtly maintains intergroup perceptions; abstractions are resistant to disconfirmation, and

concrete descriptions are exceptions to the rule. Andrews (2001) discussed the fundamental attribution error as a mental strategy for people to manipulate or distort communicated beliefs about others either favorably or unfavorably. This study applied the strategic rationale to investigate descriptions chosen for differing ingroup and outgroup members engaging in positive and negative behaviors. It was tested in a 2 (group membership: ingroup, outgroup) X 2 (valence: positive, negative) X 3 (level of group: family vs. other family, best friend vs. worst enemy, my nationality vs. rival nationality) mixed factorial experiment. First, the basic LIB effect was predicted and found. Participants showed significantly more abstraction in descriptions of positive situations about an ingroup member and negative situations about an outgroup member, and significantly less abstraction when describing positive situations pertaining to their outgroup and negative descriptions of their ingroup. Second, degree of linguistic bias was hypothesized and found to be greater in dynamic group categories. The magnitude of linguistic bias was significantly exaggerated in the dynamic friend and family groups relative to the nationality group. Results suggest further investigation of the LIB as an active strategy in intergroup processes.

E85

SELECTIVE EXPOSURE TO INFORMATION: A META-ANALYSIS OF THE ATTITUDES LITERATURE *KyuHee Lee, Dolores Albarracín; University of Florida, Gainesville* – If people were always passive recipients of information, the social psychology of attitudes would have little to say about information seeking. The same would be the case if individuals always searched for novel or useful information regardless of their prior opinions (for reviews, see Frey, 1981a; Eagly & Chaiken, 1993; Lowin, 1967, 1969; Kleinhesselink & Edwards, 1975). However, it has been hypothesized that people often seek information that is consistent with their past attitudes and on occasion they even avoid information that challenges these attitudes. Leon Festinger (1957, 1964; see also W. James, 1890/1952) maintained that people process information in an unbiased way before making a decision. Once they make up their mind, however, they seek out information that favors the chosen alternative and selectively avoid information that challenges the decision they recently made. This phenomenon, however, is not without controversy, as different qualitative reviews have reached opposite conclusions (Freedman & Sears, 1965; Frey, 1986). A meta-analysis of over seventy studies was conducted to synthesize relevant research findings in the hopes of resolving this controversy. Findings indicated that there is a moderate selective exposure effect and that characteristics of the situation, the person, and the information moderate the effect. Findings are discussed in light of past theorizing on attitudes and decisions.

E86

A PROSPECTIVE STUDY OF PSYCHOLOGICAL AND PHYSICAL SYMPTOMS AFTER A NATURAL DISASTER *Maxime A. Tremblay[1], Céline M. Blanchard[1], Luc G. Pelletier[1], Robert J. Valler[2]; [1]University of Ottawa, [2]Université du Québec à Montréal* – The ability to cope with a trauma may be determined by 1) the severity of the trauma and 2) the individuals' pre-trauma psychological health (Nolen-Hoeksema & Morrow 1991). The present study examined pre-trauma levels of psychological health but also, pre-trauma levels of physical health in order to predict post-trauma psychological health, physical health and number of visits to a health specialist. Participants (n=145 at time 1 and 70 at time 2) completed measures of depression, physical symptoms, life satisfaction, vitality, and perception of stress at the beginning of the year and again, approximately three weeks after the ice storm, which was classified as a natural disaster in the Quebec and Ontario provinces. Results indicated that individuals who reported greater levels of depression and more physical symptoms before the ice storm would report more stress associated with the ice storm. On the other hand, levels of vitality and life satisfaction before the ice storm negatively predicted perceptions of stress associated with the ice storm. In turn, the perception of stress was

strongly associated with depression levels after the ice storm. Furthermore and in line with McFarlane et al. (1994), greater levels of depression were associated with physical symptoms, which was the best predictor of visits to a health specialist. Also and line with Nolen-Hoeksema and Morrow's results (1991), our participants showed decreases in depression levels, increases in life satisfaction and vitality after the ice storm in comparison to the baseline measures obtained before the ice storm.

E87

THE IMPLICATIONS OF WARMTH FOR PERCEPTIONS OF AUTOBIOGRAPHICAL MEMORY ABILITY *Michael Conway, Angela Klar, Caminee Blake; Concordia University* – Theorists argue that autobiographical memory may serve important social functions. Disclosing memories helps build and maintain relationships, allowing intimacy and connection between people. In impression formation research, we showed that targets described as having "good memory for personal events and experiences" are perceived as warmer relative to targets with poor memory (Blake & Conway, 1999). The present research examined the reverse relation. The hypothesis was that the more a target is described as warm, the more that people will perceive the target as having good autobiographical memory. The research was conducted within the framework of Wiggins' (1979) circumplex model of personality, in which cold-warm is one dimension, and dominant-submissive is the other. Eight attributes were selected to represent the full circumplex: cold, unsociable, arrogant, submissive, dominant, humble, sociable, and warm. In this order, the terms reflect a general progression along the cold-warm dimension, toward the warm pole. Students (n=256) were approached at the main university cafeteria. In a between-subject design, each participant was presented a target such as: "Mary is a student at Concordia. She is critical of her own work, practical, hardworking, and _____." The blank was filled with one of the 8 traits, which were the experimental manipulation. Target gender and filler information varied. As expected, the closer targets were to the warmth pole of the cold-warm dimension, the more participants rated targets as having good memory for personal events and experiences. The reverse effect was observed for ratings of task-related memory (i.e., "memory for course material").

E88

INTERGENERATIONAL TRANSMISSION OF FEAR OF FAILURE *James W. Fryer, Andrew J. Elliot, Todd M. Thrash; University of Rochester* – Fear of failure has long been observed to lead to deleterious outcomes for the individual (Birney, Burdick, & Teevan, 1969; Elliot, 1997). However, the developmental origins of fear of failure remain unclear. We posit that fear of failure can be transmitted directly from parents to their children through the socialization processes they engage in, and that this parental socialization is one of the most important antecedents of fear of failure. A sample of 145 undergraduates and their parents completed a short form of Houston and Kelly's (1987) fear of failure measure developed by Elliot and Church (in press), and Paulus' (1991) measure of response bias. It was found that child fear of failure was significantly related to mother and father fear of failure, even after controlling for response bias. With evidence supporting the intergenerational transmission of fear of failure, efforts can be focused on identifying specific parental affects and behaviors in response to their children's successes and failures that may play a role in the development of fear of failure.

E89

WHEN BAD THINGS HAPPEN TO HAPPY AND UNHAPPY PEOPLE: HAPPINESS, PSYCHOLOGICAL COPING AND THE MAINTENANCE OF RELIGIOUS FAITH *Steven Mock, Richard Eibach; Cornell University* – Religious scholars note that reconciling personal suffering with belief in a just God is one of the most significant obstacles to religious faith (Kushner, 1981). Thus, the ability to positively reconstrue negative outcomes may play a critical role in maintaining religious faith in the face of setbacks and personal suffering. Research documents that happy people are more likely than unhappy people to

positively reconstrue unfavorable outcomes (Lyubomirsky & Ross, 1999). This may explain why self-reported happiness is typically associated with religiosity (Argyle, 1999). Their ability to positively reconstrue negative events by finding the silver lining in a dark cloud may enable happy people to maintain their faith when they suffer personal setbacks. Consistent with this hypothesis, our analyses using the MIDUS dataset demonstrate that the association between happiness and religiosity is mediated by secondary control, a measure of the tendency to positively reconstrue negative events. Further analyses based on the 1998 General Social Survey demonstrate that the association between self-reported happiness and religiosity is mediated by the tendency of happy people to be less likely than unhappy people to experience religious doubts due to evil in the world or personal suffering. Together these data suggest that the ability to positively reconstrue negative events buffers the faith of happy people by making them less likely to experience religious doubts when facing hardships and suffering.

E90

SELF-STRUCTURE AND CHILDHOOD EMOTIONAL MALTREATMENT *Virgil Zeigler-Hill, Alicia Limke, Carolin Showers; University of Oklahoma, Norman* – While previous research has focused primarily on the relationship between compartmentalization and adjustment in normal populations (e.g., Showers, 1992), compartmentalization may also be utilized by individuals with a history of childhood emotional maltreatment. Compartmentalization refers to the separation of positive and negative beliefs into distinct self-aspects, so that each aspect contains primarily positive or primarily negative beliefs. Compartmentalization, like the primitive defense mechanism of splitting from psychodynamic theory, may be an attempt to cope with these traumatic experiences. The present study examined the possibility that childhood emotional maltreatment changes self-structure with implications for adjustment. College students reporting more than 9 emotional maltreatment events before age 15 (N = 76) and their demographically-yoked, non-maltreated controls participated in this study (Zeigler-Hill, Limke, & Showers, 2002). Emotionally maltreated females were more compartmentalized than their controls, F = 3.28, p < .08. This difference in compartmentalization was especially true for those from families where at least one parent has a college degree, F = 4.86, p < .05. Among maltreated participants, compartmentalization was correlated with splitting, r = .36, p < .05. Maltreated participants also had greater self-complexity, F = 5.36, p < .05, which was correlated with poor adjustment (e.g., low self-esteem and negative mood). Additional analyses involving adjustment variables examine whether structural features (e.g., compartmentalization, self-complexity, and splitting) constitute 'healthy' or 'unhealthy' responses for individuals trying to cope with childhood trauma.

E91

MEDIATORS OF THE RELATIONSHIP BETWEEN SOCIAL INFLUENCE FACTORS AND ADOLESCENT SMOKING *Jennifer Tickle[1], Todd Heatherton[1], Jay Hull[1], Madeline Dalton[2], James Sargent[2]; [1]Dartmouth College, [2]Dartmouth Medical School* – Much research has examined the factors that contribute to adolescent smoking. Some of the more influential factors are social in nature: peers, parents, siblings, and media. Adolescents form attitudes and learn behaviors based on what they see around them. They want to fit in and be liked, and these social influences help shape adolescent identity and behavior. This research presents a model of smoking initiation that examines the relationship of exposure to images of cigarette smoking by social influence factors (peers, siblings, parents, and media) with intentions to smoke and smoking behavior. Using structural equation modeling, we tested three theoretical mediators of this relationship: normative views of smoking, identification with smokers, and positive expectancies about smoking. The model also included covariates known to be associated with smoking. The model was tested in cross-sectional (N = 4726) and longitudinal (N = 2535) samples of adolescents. Both models gave general support to

our hypotheses about the mediated relationships between social influence factors and intentions and behavior. Relationships among the model constructs and mediators will be presented, and implications for future research on adolescent smoking will be discussed.

E92
PREDICTING RELATIONSHIP CLOSENESS, SATISFACTION, AND DURATION WITHIN AN INTERGENERATIONAL MENTORING PROGRAM *Christina Aldrich; Claremont Graduate University* – Although a growing interest in studying mentoring relationships exists, few studies on mentoring have examined the influence of individual level and relationship level predictors on the satisfaction and duration of mentor-mentee relationships. Based on research from the area of interpersonal relationships, a model was developed and tested in which three individual level predictors (social skills, social networks, and structural factors) were proposed to predict relationship closeness within a multigenerational mentoring program. Furthermore, relationship closeness was predicted to mediate the relationship between the three individual level predictors and relationship satisfaction. In turn relationship satisifaction was predicted to mediate the realtionship between relationship closeness and relationship duration. Using hierarchical regression analyses seperate models were tested for the adult mentors and the adolescent mentees in a community based mentoring program. These findings provide support for predicting relationship satisfaction from relationship closeness and relationship duration from relationship satisfaction for both mentors and mentees. However, the three indivual level predictors (social skills, social networks, and structural factors) were only significant predictors of relationship closeness within the mentors model. Furthermore, relationship satisfaction mediated the relationship between relationship closenesss and relationshlip duration for both the mentors and the mentees. The results have positive implications for increasing the satisfaction and duration of mentoring relationships.

E93
NEUROLOGICAL CORRELATES OF PREJUDICE CONTROL *Jennifer A. Richeson, Abigail A. Baird, Carrie L. Wyland, Romero A. Hayman, Heather L. Gordon, Todd F. Heatherton; Dartmouth College* – Many individuals who aim to behave in non-prejudiced ways fall short of that goal. Unraveling this discrepancy between intended behavior and unintended, often non-conscious, reactions to members of stigmatized social groups has begun to receive considerable attention by social psychologists (e.g., Dovidio et al., 1997). The engagement of controlled processes is one proposed mechanism by which an individual might modulate automatically activated prejudiced reactions (Devine, 1989). Little attention has been paid, however, to the component processes that may underlie prejudice control. Recent work in cognitive neuroscience describes a complex circuit of brain structures-- consisting, in part, of anterior cingulate cortex (ACC) and regions of dorsolateral pre-frontal cortex (DLPFC)-- that contributes to the control of automatic or pre-potent responses and behaviors. In the present study, we used fMRI to explore the involvement of these regions in the control of prejudice. Specifically, 13 white participants observed faces of unfamiliar black and white males. Participants differed in their self-reported tendency to exercise control over prejudiced reactions toward blacks because of external pressures (Plant & Devine, 1998). Results revealed that participants' level of motivation to respond without prejudice predicted the strength of activation in both the ACC and DLPFC to black-versus-white faces (r (11) = .52, p < .05; r (11) = .47, p < .055). Specifically, when presented with faces of black males motivated participants recruited neural substrates of response control. These results suggest a neurological mechanism through which individuals, given sufficient motivation, attempt to modulate potentially prejudiced reactions.

E94
RELATIONS BETWEEN IMPLICIT MEASURES OF PREJUDICE: WHAT ARE WE MEASURING? *Michael A. Olson, Russell H. Fazio; Ohio State University* – Some findings suggest that implicit measures of prejudice assess the same underlying construct, but other findings suggest that they may not. In this research, we compare the Implicit Association Test (IAT, Greenwald, McGhee, & Schwartz, 1998) and a priming measure of racial attitudes (Fazio, Jackson, Dunton, & Williams, 1995). Because the IAT requires participants to respond only to the category membership of the exemplars, we argue that the IAT assesses associations with the category. Priming measures, on the other hand, typically do not require construal of the exemplars in terms of the category, so they should assess the evaluation that is activated in response to individual exemplar-primes. In this experiment, White participants completed a version of a priming measure of racial attitudes that either encouraged categorization of the exemplar-primes in terms of race or did not encourage such categorization, and then completed a race IAT. Correspondence between the two measures was found only when categorization by race was required. Moreover, participants appeared more prejudiced when led to construe exemplars in terms of race. Thus, it appears that evaluations of categories can be somewhat distinct from evaluations of the category exemplars. This dissociation may be particularly important in research using implicit measures of prejudice to predict race-related judgments and behavior. The IAT may better predict judgments and behavior toward the category (e.g., support for affirmative action or a Black Student Union), whereas a priming measure may better predict judgments and behavior toward individual Blacks (e.g., friendliness in a dyadic interaction).

E95
AN EVOLUTIONARY AND CLOSE RELATIONSHIP MODEL OF HELPING *David A. Kenny, Josephine D. Korchmaros; University of Connecticut, Storrs* – It has been established that willingness to help increases as genetic relatedness increases. Our research examined whether relationship factors explain this phenomenon. Society is organized such that the prevalence of many of the variables known to lead to emotional closeness such as frequency of interaction, tends to increase as genetic relatedness increases. Because of this and the direct effect of emotional closeness on willingness to help, it was proposed that emotional closeness mediates the relationship between genetic relatedness and willingness to help. Perceived obligation was also expected to mediate the relationship between genetic relatedness and willingness to help because people are taught to value kin, and closely-genetically-related kin in particular, over non-kin regardless of emotional closeness. College students' willingness to help family members was measured using hypothetical dilemmas. After responding to the hypothetical dilemmas, participants' emotional closeness to, perceived obligation to, similarity to, propinquity to, and frequency and amount of interaction with each family member was measured using a paper-and-pencil questionnaire. The results from a multi-level analysis show that, as expected, emotional closeness and perceived obligation partially mediate the relationship between genetic relatedness and willingness to help. Furthermore, the results show that similarity and frequency and amount of interaction partially mediate the relationship between genetic relatedness and emotional closeness. This research suggests that relationship factors are key proximal predictors of willingness to help that facilitate the relationship between genetic relatedness and helping.

E96
PERCEIVED VOLUNTEER EFFICACY AS A LONGITUDINAL PREDICTOR OF PSYCHOLOGICAL AND PHYSICAL FUNCTIONING OF PEOPLE LIVING WITH HIV/AIDS *Viviane Contreras-Seyrayani[1], Michele Schlehofer-Sutton[1], Allen Omoto[1], Mark Snyder[2]; [1]Claremont Graduate University, [2]University of Minnesota* – People living with HIV/AIDS (PWA's) experience an array of stressors from

their disease, which may impair their psychological functioning (Brown et al., 1992). In turn, evidence suggests psychological functioning may be related to PWA's physical health (Scheier & Carver, 1987). Previous research also suggests that social support networks positively impact the psychological and physical health of PWA's (Hays, Turner, & Coates, 1992). Indeed, volunteer-PWA relationships are one form of social support that may impact PWA health. The current study longitudinally assessed the interrelationships between psychological functioning and physical health of PWA's, and the impact of volunteer efficacy on these interrelationships. One hundred and seventy-seven PWA's receiving support services at three AIDS organizations in the Midwest completed measures of their psychological and physical functioning and the perceived efficacy of their volunteer buddy at two points in time; upon recruitment into the study (time 1), and six-months later (time 2). Controlling for length of time since HIV diagnosis, path analyses indicated PWA's psychological functioning at time 2 predicted their physical functioning at time 2 (F (3, 169) = 4.76, p = .003). In turn, PWA's who perceived their volunteer buddies as efficacious at time 1 had lower levels of negative psychological functioning at time 2 (F (2, 170) = 9.85, p = 000). However, PWA's perceptions of volunteers' efficacy at time 1 was not predictive of positive psychological functioning at time 2. These results suggest that efficacious volunteers may aid PWA's negative psychological functioning, thus resulting in their better physical health.

E97
PERCEPTIONS OF THE WOMEN'S RIGHTS MOVEMENT *Abigail Mitchell, Alice Eagly; Northwestern University* – Over the past thirty years, people have increasingly supported feminist ideologies and goals, yet their evaluation of the social movement and its members has become less positive. This research project explores the mechanisms underlying this change in the evaluation of the women's rights movement and feminists. In the first study, data from the General Social Survey and the National Election Studies were analyzed to demonstrate trends over time on items related to perceptions of the women's rights movement and feminist issues. In the second study, 194 university students and 209 people drawn from the community completed a questionnaire containing open-ended and closed-ended questions regarding their evaluation of one of three social movements: the women's rights movement, the civil rights movement, or the gay and lesbian rights movement. This approach provided both a context for interpreting the evaluations of the women's movement and controlled for any evaluative effects of social movements in general. Results indicate that the women's movement is perceived as having achieved more of its goals than either the civil rights or gay and lesbian rights movements and that these goals have changed more over time. The current day women's movement is evaluated less favorably than the older movement. The women's movement is also perceived as being radical. This suggests that because the women's rights movement is regarded as having successfully achieved the feminist goals that most people endorse, the present day movement is perceived as promoting overly radical goals.

E98
MIRROR, MIRROR ON THE WALL... A STUDY OF OBJECTIFICATION THEORY IN FEMALE EXERCISERS. *Simone Kaptein, Caroline Davis; York University* – Objective: Two groups of researchers (Fredrickson & Roberts, 1997; McKinley & Hyde, 1996) have recently introduced a feminist framework, which they have called Objectification Theory, in order to explain some of the social and psychological factors that place women at greater risk for developing eating disorders, sexual dysfunction and depression. Self-objectification has only been examined by a handful of studies and most of these have used paper and pencil tests and correlational analyses. Furthermore, only one study has looked at both physical and personality correlates of self-objectification. Method: Personality traits, including self-objectification (SO), social physique anxiety (SPA), narcissism, perfectionism, neuroticism, body esteem,

weight preoccupation (WP), and commitment to exercise were measured in three groups of women: those who attended aerobic classes and/or worked out in the gym, sport participants, and sedentary individuals. Results: WP was positively related to SO, SPA, neurotic perfectionism, self-oriented perfection and socially prescribed perfectionism, neuroticism, and negatively related to body esteem. Analyses of variance indicated that pathological commitment to exercise was the highest in the aerobic/gym participants (p<0.0001). Furthermore, body esteem was the lowest in the sedentary subjects (p=0.030). A trend towards lower self-objectification scores was found for the sport participants, but did not reach significance. Self-oriented perfectionism was lowest in the sport participants. Discussion: Results are discussed in the context of risk for eating disorders. Future research should examine environmental factors that may exacerbate self-objectification during exercise.

E99
THE MULTIDIMENSIONAL NATURE OF IMMIGRANTS' CANADIAN IDENTITY AND ITS RELATIONSHIP TO MULTICULTURAL ATTITUDES, DISCRIMINATION, AND INGROUP BIAS. *Peter R. Grant[1], Linda M. McMullen[1], Kimberly A. Noels[2]; [1]University of Saskatchewan, [2]University of Alberta* – This study investigated immigrants' Canadian identity and its relationship to acculturation, discriminatory barriers preventing integration into society, and attitudes toward multiculturalism. Four hundred and three first generation immigrants (57.7% women) mostly from Asia (54.4%) and Africa (34.9%) answered questions about the nature of their Canadian identity as well as a variety of established scales. Factor analysis identified 20 items that loaded on five correlated factors which formed a "Immigrants' Canadian Identity Scale" (ICIS) scale with very good reliability (alpha = 0.91, N = 366). The Belonging subscale correlates highly with a strength of identification scale showing that being Canadian involves a general sense of belonging to and pride in Canada. Two subscales reflect instrumental reasons for becoming Canadian and indicate that being Canadian means entitlement to civil liberties (Civic Freedom) and entitlement to the benefits of citizenship (Citizenship). The largely symbolic Cultural Freedom and Multicultural subscales indicate that the freedom to maintain cultural practices and being part of "a country of immigrants" are valued aspects of being Canadian. As Social Identity theory would suggest, strength of identification with Canada was related to support for multiculturalism, a perception that there are fewer discriminatory barriers to integration into Canadian society, and less ingroup bias favouring the heritage culture. And, this pattern of correlations was also found for the ICIS subscales. Further, the two symbolic identity subscales were related to participation in heritage culture practices. These results will be discussed from the perspective of Social Identity Theory and Social Representation Theory.

E100
MULTI-FACETED MEASURE OF SOCIAL STIGMA IN A HEALTH CONTEXT *Julie S. Downs[1], Baruch Fischhoff[1], Robert L. Cook[2], Yaacov Wimisberg[1]; [1]Carnegie Mellon University, [2]University of Pittsburgh* – A scale was developed to measure four theoretical components of social stigma in a medical context. The impact of perceived stigma, including personal and collective features, can be traumatic for individuals suffering from stigmatized conditions. A model was developed dividing the concept of stigma along two self vs. other dimensions: perceiver and target of stigma. A set of 101 items was created applying 32 common question stems to each of the four categories, where appropriate. The questionnaire was administered to 220 individuals, 80 of whom had been diagnosed with a highly stigmatized medical condition. A confirmatory factor analysis revealed the four anticipated factors, with most items loading higher than .6 on their predicted factor and lower than .4 on any other factor. Highest loading items were selected to form the subscales, which were refined with item analysis. Each subscale was reduced to five items or fewer, with alphas ranging from .82 to .91. Correlations between

subscales ranged from .257 to .439, revealing related but not identical constructs. A set of established scales and questions about relevant behaviors were administered to examine convergent and discriminant validity, which were consistent with the theoretical framework. The performance of this set of subscales was compared to an established scale that does not make the theoretical distinctions outlined here. These subscales can be useful in teasing apart aspects of stigma that predict psychological and health-related phenomena, and as mediating factors exploring the effects of treatments and interventions on quality of life and disease transmission.

E101

FACIAL FEEDBACK AFFECTS IMPLICIT PREJUDICE *Krystal W. Chiao, Catherine J. Norris, John T. Cacioppo; University of Chicago* — Implicit prejudices, as assessed by the IAT, have proven resistant to modification by acts of will alone. To decrease implicit prejudice, investigators have had to resort to increasing the accessibility of egalitarian or pleasant associations – such as placing target stimuli in church scenes (Wittenbrink, Judd, & Park, 2001) or increasing the accessibility of egalitarian values (Moskowitz et al., 1999). In the current study, we adopted a bottom-up approach in an attempt to change the affect associated with African American males. In one condition, participants completed the standard IAT procedure following exposure to blocks of black and white faces. In the remaining two conditions, the IAT was preceded by a somatic manipulation in which participants held a pencil in their mouth while viewing a block of black faces and a block of white faces. In one condition, participants held the tip of the pencil between their teeth (Strack, Martin, & Stepper, 1988) during exposure to black faces and across their teeth during the exposure to white faces; whereas in the second condition, the opposite was done. As predicted from the facial feedback hypothesis, results revealed that IAT scores were lowest in the condition in which participants held the tip of the pencil between their teeth during exposure to black faces and across their teeth during the exposure to white faces, and were comparable for the remaining conditions. Implications for the modification of implicit prejudices are discussed.

E102

MOTIVATION, MEDIA INFLUENCES AND BODY IMAGE PREOCCUPATIONS IN YOUNG FEMALES *Celine Blanchard, Caroline Reid; University of Ottawa* — This study was designed to assess the influence of media and one's level of self-determination (low versus high SD) on body image preoccupations. Female participants (n=70) were invited in the laboratory based on their pre-tested self-determination level. They were assigned to one of three experimental conditions (i.e., negative and positive videos, depicting body image-related messages and a neutral condition). After viewing the videos, participants completed measures of body dissatisfaction as well as fear and ideal body images. Since, HSD individuals tend to be less influenced by the external environment and more influenced by their personal standards, we expected no significant changes in body dissatisfaction after viewing both the positive and the negative video. In contrast, since LSD individuals tend to be more sensitive and responsive to the external environment, it was hypothesized that they would be positively influenced by the positive video and negatively influenced by the negative video. Results provide partial support for our hypotheses. A marginally significant interaction effect was found between level of self-determination and type of videos. Briefly, HSD women experienced more body-image preoccupations when viewing the positive video compared to when they viewed the negative video. On the opposite, LSD women experienced more body-image preoccupations when they viewed the negative video compared to when they viewed the positive video. In conclusion, future research avenues are discussed.

E103

DOES TESTOSTERONE ALWAYS PREDICT SPATIAL ABILITY? THE EFFECT OF SOCIAL STATUS ON THE TESTOSTERONE—PERFORMANCE LINK *Matthew L. Newman, Jennifer G. Sellers, Peter J. Rentfrow, Robert A. Josephs; University of Texas, Austin* — Individuals higher in baseline testosterone perform better on certain cognitive tests; spatial ability shows some of the most robust differences. The prevailing wisdom is that testosterone acts primarily by organizing the developing brain. However, individuals higher in testosterone are also more concerned with achieving and maintaining social status than individuals low in testosterone. Several recent studies from our lab suggest that the performance of high testosterone individuals is moderated by their relative status in a situation. High testosterone men and women perform well when their status is elevated or maintained, but poorly when status is threatened. The present study extended this status framework to spatial test performance. Testosterone was measured through saliva collected at the beginning of the experiment. Participants were told that they would complete several individual tasks, followed by a group task. In reality, all participants participated alone. To manipulate dominance, participants were told that they had been selected as the group leader or the group follower based on a pretest measure. The control group was not given information about status. Following this manipulation, participants completed a mental rotation test. A significant testosterone level by condition interaction was found. Consistent with past research, low testosterone participants did not differ across dominance conditions. As predicted, high testosterone participants performed significantly worse in the "follower" condition than in the "leader" condition (d = 1.04). Importantly, no main effect was found for testosterone. These findings strongly suggest a reinterpretation of the link between testosterone and spatial performance.

E104

DOES STEREOTYPING REDUCE PREJUDICE IN MEMBERS OF CONTEXTUALISTS CULTURES? *Eva M. de la Riva, Julia Lechuga, Michael A. Zárate, Scott E. Culhane; University of Texas, El Paso* — Cross-cultural investigations on the universality of the Fundamental Attribution Error show that this phenomenon varies as a function of cultural background (Crandall & Martinez, 1996; Crandall et al, 2001). Research shows that members of collectivist cultures tend to be more sensitive to the contextual influences under which behaviors take place when compared to members of more individualist cultures (Choi, Nisbett & Norenzayan, 1999; Choi & Markus, 1997; Dweck, Hong & Chiu, 1993). Crandall and colleagues argued that perceptions of controllability mediate the cultural differences. They argue that increased negative attitudes stem from members of cultures that have a tendency to overlook situational constraints when evaluating members of the out-group. A relatively unexplored but related topic concerns the relation between stereotyping, prejudice and attributional style. It is hypothesized that stereotypic categorizations provide contextualists with an explanation for the actor's behavior. That explanation suggests the uncontrollability of such behavior, thus leading to less negative prejudicial evaluations. The relation between cultural background, stereotyping and prejudice was explored across 3 studies. Studies 1 and 2 revealed that stereotyping and prejudice were negatively correlated, and this correlation was stronger for high collectivists. In study 3, the attributions for gender stereotypic behaviors were manipulated to reflect stereotypes, the person, or a control condition with no manipulated attributions. High collectivists evaluated less negatively behaviors attributed to the person compared to the control condition. Implications for models of stereotyping and prejudice as a function of culture will be discussed.

E105

"DO I LOOK FAT?": APPROACH AND AVOIDANCE APPEARANCE CONTINGENCIES OF SELF-WORTH *Cathleen Power, Jennifer Crocker; University of Michigan* — Self-worth is determined by adherence to standards in specific domains that define for that person what it means to be "valuable" (Crocker & Wolfe, 2001). Because women are socialized to treat themselves as objects to be evaluated on appearance, many women may learn to base their self-esteem on appearance (Fredrickson and Roberts, 1997), which has been shown in past research to lead to negative psychological outcomes (Crocker, in press). I argue that these negative outcomes are linked specifically to having self-worth that drops from failure to meet appearance standards (avoidance contingencies), rather than self-worth that increases from success (approach contingencies). Using data from the Adjustment to College Project (N=642), hierarchical multiple regressions were conducted to examine the relationship between approach and avoidance contingencies and negative psychological outcomes. The results indicate that it is not merely basing one's self-esteem on appearance that is detrimental to one's well being. Rather, identifying with the avoidance contingency leads to lowered self-esteem, increased depression, and greater symptoms of disordered eating. For example, endorsing statements such as "When I think I look unattractive, my self-esteem suffers" predicted lower self-esteem for women (B= -.329, p<.001) and men (B= -.144, p<.05), higher depression scores for women (B= .283, p<.001) and men (B= -.202, p<.001) and higher eating disorder symptoms for women (B= .344, p<.001) . However, endorsing statements such as "When I think I look attractive, I feel good about myself" predicted higher self-esteem (B= .207, p<.001) and lower depression (B= -.164, p<.05) for men only.

E106

NAIVE DIALECTICISM AND THE SELF-CONCEPT: A COMPARISON BETWEEN JAPAN AND THE UNITED STATES *Helen C. Boucher[1], Kaiping Peng[1], Sumi Morikawa[2]; [1]University of California, Berkeley, [2]University of Tokyo* — We examined the nature of the self-concept in Japan and the United States. We hypothesized that the nature of the self-concept is in part shaped by beliefs about the nature of the world (i.e., folk ontologies), and thus can vary by culture. Specifically, we reasoned that due to East Asian naïve dialecticism and its focus on the toleration and even expectation of contradiction, the self-concept of Japanese people would contain more contradictory elements than that of Americans. Japanese and American undergraduates were asked to indicate on a computer whether characteristics in the domains of extraversion and creativity were true of them or not; importantly, words in each domain were semantic opposites of each other (e.g., talkative vs. quiet, unique vs. conforming). Participants then did a similar task in questionnaire format, using a Likert-type scale. As expected, across both tasks Japanese participants had a more dialectical self-concept (i.e., one that included more contradictory elements) than the American participants. Further analyses revealed that this was not due to cross-cultural differences in importance placed on extraversion and creativity. The fact that differences in the self-concept occurred across two different measures in two domains suggests that this is a robust phenomenon. Implications of this work and future directions are discussed.

E107

PERSPECTIVE TAKING AS A MEANS OF REDUCING RACISM AND HETEROSEXISM *Matthew Paolucci, Teresa Vescio; Pennsylvania State University, University Park* — To examine the effectiveness of perspective taking as a potential means of reducing racist and heterosexist attitudes, participants were presented with an outgroup individual who described his experiences with discrimination in a 2 (target stereotypicality: stereotype confirming or disconfirming) X 2 (perspective taking: other focused or objective focused) between participants design. The group membership of the stimulus target varied across studies (Study 1: gay male; Study 2: African American male). Findings in both studies revealed independent effects of the target stereotypicality and perspective taking manipulations. Contact with a stereotype disconfirming (versus confirming) target promoted less stereotypic perceptions of the group to which the target belonged, but did not influence intergroup attitudes. In contrast, perspective taking consistently influenced intergroup attitudes (regardless of target stereotypicality). Participants who adopted the perspective of an outgroup individual later reported more favorable intergroup attitudes. Critically, and consistent with predictions, the mechanisms by which perspective taking influenced intergroup attitudes varied across groups. When intergroup attitudes were primarily based on affective components (e.g., heterosexuals attitudes toward homosexuals) perspective taking aroused empathy that, in turn, led to improved intergroup attitudes. In contrast, when intergroup attitudes were strongly linked to cognitions and affect (e.g., Whites attitudes toward Blacks), perspective taking promoted improved intergroup attitudes via the arousal of both cognitive (attributional) and affective (empathy) mechanisms. Findings are discussed in terms of prior perspective taking research and cognitive models of improved intergroup attitudes.

E108

PRESSED FOR TIME: PERCEPTIONS OF PRESSURE AND TIME CONSTRAINTS IN AVIATION MAINTENANCE *Kimberley Cox[1,2]; [1]Claremont Graduate University, [2]NASA Ames Research Center/San Jose State University Foundation* — Flight delays and cancellations cost the United States airline industry billions of dollars each year in lost productive time. Consequently, with the aviation maintenace community, production and service is often emphasized over safety. Pressure to rush tasks, including the use of shortcuts or deviations from procedures, place inappropriate time constraints on aircraft maintenance technicians (AMT) and become accepted work practices that shape behavior in the workplace. This study describes an analysis of 80 incident reports, voluntarily submitted by maintenance personnel, in which aviation safety was compromised. Reports were selected from the Aviation Safety Reporting System (ASRS), funded by the FAA and administered by NASA. The reports were analyzed to investigate the relationship between AMT perceptions of external pressure and time constraints on type of error committed in the workplace. A skill-rule-knowledge classification system was used to code errors. Findings revealed organizational culture elements that may affect judgement and risk-taking behaviors.

E109

REACTIONARY RHETORIC AND INDUCED VIGILANT MIND-SETS: EXPLAINING THE PERSUASIVE APPEAL OF SLIPPERY SLOPE ARGUMENTS *Richard P. Eibach, Lisa K. Libby; Cornell University* — Slippery slope arguments are a common form of political argumentation, especially in the rhetoric of reactionaries (Hirschman, 1991). Slippery slope arguments oppose a proposed reform by linking it to a chain of disastrous consequences alleged to follow inevitably from passage of the reform. Philosophers argue that slippery slope arguments are not logically compelling. Thus, the popularity of these arguments suggests the need for psychological explanation. We propose that a vigilant mind-set is one psychological factor that may predispose an audience to be persuaded by these arguments. A vigilant mind-set relates to focus on avoiding undesired outcomes (Freitas & Higgins, 2002). Since slippery slope arguments warn of inevitable undesired outcomes, vigilance could make these arguments seem more compelling. We tested this explanation in Study 1 by inducing a vigilant mind-set with a task that required participants to find and eliminate all the c's in a grid of letters. These participants and a comparison group who completed a similar task not requiring vigilance read a slippery slope and a control argument opposing same-sex marriage. The vigilant evaluated the slippery slope argument as stronger and more persuasive than the control argument whereas the non-vigilant saw no difference. In Study 2 the vigilant were more likely than the non-vigilant to report that the slippery slope argu-

ment changed their attitudes towards same sex-marriage. However, no such difference was found for the control argument.

E110
RECOGNITION OF NOVEL FACES AND COGNITIVE REPRESENTATION *Diana Rice; Syracuse University* – Much of the research examining memory for novel faces has attempted to outline the conditions under which people are best able to remember faces. However, there has not been a focus on the cognitive representations used as possible predictors for accuracy in recognition memory. Thus, a meta-analytic integration delineated the conditions under which prototype models or exemplar models of cognitive representation better explain the phenomenon of recognition of the human face. Results indicated that recognition accuracy increased as a function of the degree to which instructions to the participants promoted exemplar processing, particularly when participants did not expect a recognition memory test. Recognition accuracy did not seem to vary as a function of the degree to which the stimuli themselves promoted exemplar processing. However, these two factors seemed to exert additive effects, such that when both instructions and stimuli promoted exemplar processing, recognition accuracy was strongest, and when both instructions and stimuli promoted prototype processing, recognition accuracy was weakest.

E111
TWO SIDES OF IMPLICIT SELF-ESTEEM: SELF-RESPECT VS. SELF-LIKING *Maya Sakellaropoulo, Mark Baldwin; McGill University* – Interest in the effects of and mechanisms behind implicit self-esteem has risen markedly over the years. Debate continues regarding the various measures used to assess implicit self-esteem. One method involves comparing individuals' reactions to their initials versus other letters; those who feel favorably toward their initials are thought to possess high implicit self-esteem. Interestingly, the name-letter measure has involved rating either the attractiveness of letters or the liking of letters. We sought to compare these two name-letter approaches, as they seem to tap into different aspects of self-esteem. We also examined whether implicit self-esteem could be temporarily increased through a computer task that primed either positive trait terms (e.g., beautiful, smart) or acceptance terms (e.g., accepted, wanted). Seventy-nine university students completed the attractiveness and liking versions of the name-letter measure both before and after the computer task. In addition, state levels of both narcissism and aggression were assessed following the computer manipulation. Consistent with the idea of two aspects of self-esteem, the presentation of positive trait terms led to higher attractiveness ratings but lower liking ratings of individuals' own initials, as well as higher levels of narcissism and aggression. This study suggests that the two versions of the name-letter measure are not interchangeable; whereas the attractiveness version seems to tap into the dominance and respect components of self-esteem, the liking version may be tapping into the belonging component. Furthermore, this study points to the importance of acknowledging that implicit, like explicit, self-esteem seems to have multiple aspects.

E112
DEMOGRAPHIC CORRELATES OF COMPARTMENTALIZED AND INTEGRATIVE SELF-STRUCTURE *Alicia Limke, Virgil Zeigler-Hill, Carolin J. Showers; University of Oklahoma* – This project focuses on the relation of self-structure to demographic characteristics of a control population in a study of childhood maltreatment. Individuals identified as non-maltreated before age 15, according to the Life Events Questionnaire (Rose, Abramson, & Kaupie, 2000), endorsed no sexual maltreatment items and less than five emotional maltreatment items. A simple hypothesis is that increased parental education and a traditional family structure leads to more elaborate cognitive structures, such as more integration (i.e., mixing positive and negative beliefs about the self in each self-aspect) and self-complexity (i.e., reducing overlap in content of self-aspects). In fact, individuals from single-parent families had more integrative self-structures, B = -.15, p < .05, and those from families with less

parental education showed greater self-complexity, B = -.15, p < .05. One interpretation is that these demographic factors may function as stressors, causing the individual to exert more cognitive effort as an attempt to cope. Consistent with this, low parental education was related to higher differential importance (i.e., rating positive self-beliefs more important than negative ones) in females, B = -.15, p = .05, suggesting that these individuals have more effective coping skills than their counterparts. As demographic controls in a study of maltreatment, these participants included more racial minorities and were less likely to be raised in two biological parent families than a random sample of college students. Discussion focuses on the possibility that differences in self-structure represent an attempt to cope with demographically related stressors rather than differences in cognitive skills.

E113
DOES TYPE OF SELF-CONTRUAL AFFECT HOW WE RESPOND TO ILLNESS? *Ayse Uskul, Michaela Hynie; York University* – Illness can prevent people from fulfilling their self-defining social roles and may therefore evoke significant concerns about the aspects of the self that are most central to one's self-definition. This study is designed to examine whether type of self-construal plays a role in our response to illness. 220 undergraduate students were given one of 4 different illness scenarios in which the level of dependency and interference created by the illness was manipulated. Participants were then asked to respond to illness-concern items that were based on individual, relational and collective self-aspects. Participants also filled out measures of independent, relational and collective self-construal (SC). The factor analysis of the illness concern items yielded two factors, an individual illness concern factor and a relational/collective illness concern factor. A mixed design analysis of variance showed that participants who were high in collective SC scored significantly higher on relational/collective concern items than those who were low in collective SC whereas there was no such difference for individual concern items. Participants who were high in individual self-construal scored significantly higher on individual illness-related concern items than on relational/collective illness-related concern items. Type of scenario also had an effect on how participants responded to concern items. Participants scored significantly higher on individual concern items than on relational/collective concern items when the illness situation was described to cause high dependency and high interference. This research demonstrates preliminary evidence that the characteristics of illness and nature of self-construal can play a role in how we respond to illness.

E114
EMOTION REGULATION AFTER SOCIAL REJECTION AND ITS EFFECT ON AGGRESSIVE BEHAVIOR *Jean Twenge, Charles Im; San Diego State University* – Previous research demonstrated that social rejection increases aggressive behavior with no mediation by mood. In this experiment, 58 undergraduates experienced rejection or acceptance by their peers. They completed an explicit measure of emotion and a questionnaire asking them to rate the valence of 10 past events of their own choosing (the order of these two tasks was counterbalanced, producing a 2 X 2 design). Participants were then given the opportunity to aggressively blast noise against a new person. Rejection and order of emotion tasks interacted in predicting aggression. Participants who first completed the explicit measure of emotion demonstrated the established effect: rejected participants were more aggressive than accepted participants. When participants first recalled past events, however, rejected and accepted participants did not differ in levels of aggression. Valence of events was significantly correlated with aggression; participants who recalled more positive events were less aggressive. Thus when participants had not already committed themselves to a mood state, they used past events to improve their mood and prevented aggressive behavior. When participants had already completed an explicit measure of mood, however, this technique was not available and rejected participants took the opportunity to aggress against someone else. These results suggest

177

that mood may play a role in the rejection-aggression link, but that explicit measures are unlikely to capture the mediational relationship.

E115
SOCIAL SUPPORT, EMOTIONAL EXPRESSION, AND THE PERCEPTION OF DISTURBING STIMULI *Michal Cohen, Kent Harber; Rutgers University, Newark* – People often exaggerate the dimensions of threatening stimuli (Easterbrook, 1959). However, increased social support reduces this effect (Harber, 2001). Support might moderate psychophysical judgments by bolstering confidence in one's own coping abilities. If this is so, then social contexts that undermine confidence should lead to more exaggerated perceptions of disturbing stimuli. The present research tests that prediction. A second focus of this study concerns the moderating role of emotional disclosure. Disclosure resolves disturbing emotions (cf., Harber & Pennebaker, 1992), and it should therefore counteract the threat-amplifying effects of negative social contexts. This prediction was also tested. 52 females participated in a guided imagery task in which they recalled an experience that was either supportive experience (e.g., being helped by a close friend) or non-supportive (e.g., being alone, being betrayed by someone). Half of the participants disclosed their thoughts and feelings about their experience (disclose condition), and half described the experience in factual, non-emotional terms (suppress condition). All participants then rated the amount of distress conveyed in a series of baby cries. As predicted, social context and disclosure interacted such that cries were rated as most distressed by "non-supported" participants in the suppress condition, F (1, 46) = 5.23, p = .03. Disclosure moderated cry ratings only among participants in this condition F(1,31) = 6.61, p = .02. These results demonstrate that perception of disturbing stimuli is more extreme in unsupportive social contexts. However, emotional disclosure buffers the influence of non-supportive experiences on threat perception.

E116
EMOTIONAL DISCLOSURE PROMOTES FORGIVENESS *Karen Wenberg, Kent Harber; Rutgers University, Newark* – People who have been wronged often feel strong negative emotions toward their offenders, and the nature and intensity of these feelings may deter reconciliation. Writing about negative events can resolve the emotions associated with disturbing events (Pennebaker, 1989). Would disclosure of a past offence similarly diffuse negative feelings surrounding personal insult, and thereby promote forgiveness? The present research tests whether this is so. 63 undergraduate women were run individually in 45minute sessions. Participants first completed one of three imaging conditions; recalling a good friend who demonstrated kindness to them, recalling someone who dramatically violated their trust, or recalling a person about whom they felt neutrally. Following the imaging task, half of the participants across conditions wrote freely about their thoughts and feelings concerning the person whom they had recalled. They then completed Arthur Aron's measure of interpersonal closeness (Aron, 1992) and a composite measure of liking (μ = .90) regarding this person (disclose condition). The remaining participants first rated the person whom they recalled, and afterwards wrote about this person (suppress condition). Results confirmed our predictions. Disclosure increased closeness F (2,57) = 4.19, p = .02, and liking F (2, 57) = 4.64, p = .01, but only among participants who had recalled an offender. These results indicate that disclosing thoughts and feelings surrounding a past offence may advance forgiveness.

E117
QUANTIFYING SOME DIMENSIONS IN THE SOCIAL CONSTRUCTION OF 'RACE' *Diego Audette[1], Chuck Tate[2], Nathaniel D. Krumdick[3], Saurabh Gupta[4]; [1]Chicago, Illinois, [2]University of Oregon, [3]Loyola University, [4]Arizona State University* – Although the social psychological literature on 'race' claims to have a social construction understanding of the concept, no empirical studies have been conducted that closely tie the implications of social constructionism with lay understandings of the social category. Two studies (N = 405) examined the reliability of new inventory designed to assess and quantify convergence and divergence in the social construction of the 'race' concept. The inventory is called the 'Race' Perception Inventory (RPI) and examines six different, empirically-validated factors in the perception of 'race.' The factors are: (1) social inference, (2) perceived social knowledge, and perceptions of (3) physical appearance similarity, (4) intragroup value/behavior similarity, (5) intergroup value/behavior similarity, and (6) genetic similarity. Results from the two studies also show that: (a) there is a considerable amount of convergence in perceptions related to 'race,' and the topics of this convergence are identified; (b) people can be sorted into two broad groups based on their self-reported individual definitions of what 'race' means in reference to others; (c) these groups differ on the dimensions of social inference and perceived social knowledge; and (d) these groups also differ in their endorsement of positive stereotypes for targets described as "Black." This research therefore provides an empirical investigation of the social construction of 'race' and its link to prejudice.

E118
WHAT ARE CHILDREN THANKFUL FOR? AN ARCHIVAL ANALYSIS OF GRATITUDE BEFORE AND AFTER THE TERRORIST ATTACKS *John Dalrymple, Shayla Holub, Anne Gordon, Dara Musher-Eizenman; Bowling Green State University* – The terrorist attacks of September 11th were profoundly devastating. Yet, researchers have explored resilient outcomes of this tragedy. Surveys revealed that following the attacks Americans reprioritized their lives and felt a renewed appreciation for their loved ones. Feelings of gratitude can serve a protective function in times of stress. Our research examined whether children, like adults, reacted to the terrorist attacks of September 11th in some resilient, positive ways. We examined the themes of children's gratitude before and after the September 11th attacks. Elementary school children were asked by their teachers what they were thankful for. Their responses were printed in a mid-western city's daily newspaper. Responses from the November 22, 2000 issue (n = 152) and November 21, 2001 (n=196) issue were content analyzed for the presence of 18 themes. The most common themes were family members (mentioned in 67% of the accounts), basic needs (38%), friends (25%) and teachers/school (23%). The United States and its values appeared more frequently in accounts written in 2001 versus 2000, as did rescue workers, and other people (e.g., non-kin). Trends suggested that material objects and activities were less frequent targets of gratitude in 2001 compared to 2000. Girls were more likely than boys to mention family, friends, teachers, animals, religion, and other people. Boys were more likely than girls to be grateful for material objects. These results shed light on the understudied topic of gratitude in children and suggest that children, like adults, may have reprioritized their lives following the terrorist attacks.

E119
COGNITIVE PROCESSING ASSOCIATED WITH AMUSEMENT VS. AWE: BEYOND VALENCE II *Michelle N. Shiota, Dacher Keltner; University of California, Berkeley* – Although considerable research has explored cognitive correlates of positive vs. negative affect, as well as differences among negative emotions, differences among positive emotions have been neglected. Literature on positive emotion and cognition suggests two hypotheses. First, amusement should be associated with increased creativity, novelty, and fluidity of thought. Second, awe should be associated with increased pattern detection and imposition of structure during information processing. In this study, participants listened to one of three audio recordings. In the awe condition participants heard Whitney Houston's performance of "The Star Spangled Banner." In the amusement condition, participants heard a segment from James Brooks' comedy sketch "Rewriting the National Anthem." In the neutral control condition, participants heard a slow, monotonic reading of the lyrics of the "Star Spangled Banner." Participants then wrote an essay titled "What it Means to be an American." Data collection began three weeks after 9/

11/01, and ran for eight weeks. The experimental manipulation had predicted effects on both the content and the structure of the essays. Essays written by participants in the "amusement" condition (but not the "awe" condition) were significantly longer than control essays, whereas essays from the "awe" condition (but not the "amusement" condition) included more paragraphs, a structural feature, than control essays. Emotion treatment also predicted other aspects of essay content and structure, such as the total number and "unusualness" of specific topic elements, and other indices of essay complexity. Implications for positive emotion theory and the study of emotion and cognition are discussed.

E120

PERCEPTIONS OF EXPRESSED ATTRIBUTIONS FOR STEREOTYPIC GROUP DIFFERENCES *Jennifer Ma; Vassar College* — The purpose of these studies was to explore people's perceptions of other's expressed attributions for stereotypic group differences. In Study 1, participants were presented with one of three (i.e., biological, social, or mixed) attributional explanations in response to a query about the causes of a stereotypic race difference. Participants' perceptions of the individual who expressed these attributional explanations were then assessed, in terms of perceived personality traits, political ideology and policy stances, and perceptions of prejudice. The results show that in general, participants viewed the individual who expressed biological attributions for the race difference most negatively, as most prejudiced, and as most politically conservative, while the individual who expressed social attributions was perceived most positively, as least prejudiced, and as most politically liberal. Perceptions of the individual expressing a mixture of biological and social attributions generally fell in between the other conditions. In Study 2, a similar procedure was used to explore whether people's perceptions based on expressed attributions would be the same in the context of a stereotypic gender difference. It was hypothesized that the results may differ in the case of gender differences because biological attributions may be perceived as more accurate and less an expression of prejudice than in the race difference case. As expected, the results in Study 2 did not mirror those found in Study 1. These data suggest that one may be perceived differently as a function of the interaction between the attributions one expresses and the particular type of group difference examined.

E121

IMPLICATIONS OF ADULT ATTACHMENT STYLE FOR THE INVESTMENT MODEL IN DATING COUPLES *Angela M. Carter, Laura D. Johnston, Leandre R. Fabrigar, Laura J. Monner; Queen's University* — The investment model suggests that judgments about relationship satisfaction are formed using rewards, costs, and comparison level while commitment is influenced by investments, alternative quality, and satisfaction. However, few investigators have examined whether this model is used in the same manner for individuals differing in attachment style. Although some research has examined mean differences in the investment model variables across attachment groups, it has not been investigated whether these groups use these predictors differently when determining their satisfaction and commitment. Furthermore, the stability of the relationship judgments over time has not been evaluated. In the present study, 469 participants rated their current relationships on each of the investment model variables during three waves of data collection over eight months. The investment model variables were differentially predictive of satisfaction and commitment across attachment groups. Fearful and preoccupied individuals used rewards to determine satisfaction to a greater extent than secure and dismissive persons. Dismissive participants used cost information more in judging satisfaction than did the other participants. Fearful persons utilized alternative quality more than secure participants to determine commitment. Dismissive participants used satisfaction to a greater extent than fearful and preoccupied individuals to determine commitment. Furthermore, the stability of judg-

ments of the relationship variables over time differed for the attachment groups.

E122

PERSONALITY AND THE BYSTANDER EFFECT: WHY ONLY SOME PEOPLE ARE INFLUENCED BY OTHER BYSTANDERS *Greg Turek[1,2], Leonard Martin[1], [1]University of Georgia, [2]Fort Hays State University* — The present study investigated a personality difference in susceptibility to the inhibitory effect on helping that other bystanders have on people in emergency situations (i.e., the bystander effect). Personality variables are notoriously bad at predicting bystander intervention, and masculinity, a notable exception, does not moderate the bystander effect. The present study tested whether self-aggrandizement does. While engaging in an activity at a desk, participants overheard an audiotape recording of the researcher ostensibly falling and becoming injured in a room that connected to theirs, and in some conditions, to a room in which another participant supposedly was. In these conditions, they saw the other participant reacting like she was concerned or unconcerned about the incident on a videotape recording passed off as closed-circuit television. Self-aggrandizement, operationally defined as the extent to which people try to gain advantages of other people, was measured using a self-report scale. The results demonstrated that self-aggrandizement moderates the bystander effect. Although the odds of people interpreting the event as an emergency and assuming responsibility for providing help, Step 2 (pluralistic ignorance) and Step 3 (diffusion of responsibility), respectively, of the bystander intervention model, and actually helping were lower when other bystanders appeared unconcerned than when they either appeared concerned or were not present, these differences increased for the more self-aggrandizing people and disappeared for the less self-aggrandizing people. Thus, it seems as though the inhibitory effect on helping that other bystanders have on people in emergency situations is essentially eliminated among those who are less self-aggrandizing.

E123

HOW LARGE AND PERSISTENT ARE SOURCE CREDIBILITY EFFECTS IN PERSUASION?: A META-ANALYSIS OF LONGITUDINAL STUDIES *G. Tarcan Kumkale, Dolores Albarracín; University of Florida, Gainesville* — For many decades, social psychologists have been interested in the magnitude of source effects in persuasion, whether or not source effects persist over time, and under what conditions these effects are most apparent (see Petty & Cacioppo, 1986; Kruglanski & Thompson, 1998). We conducted a meta-analysis to analyze these issues. Specifically, we examined the difference in persuasion between recipients of messages with credible and noncredible sources both immediately after message exposure (immediate posttest) and some time after exposure (delayed posttest). Results from 48 datasets indicated that the effect of source credibility was moderate in size at the time of immediate posttest ($d = 0.48$, CI=0.35/0.49). More importantly, the influence of source credibility persisted over time ($d = 0.22$, CI=0.15/0.29), despite some reduction in its strength over time. However, there was considerable variability across studies, which justified further moderator analyses. Moderators of source effects at both time points were similar. The effects were especially greater when messages were highly discrepant and novel, and when source descriptions were detailed (rather than when recipients were familiar with the issues, messages were not highly discrepant, and source descriptions were not salient). We discuss these findings in light of current theorizing on dual- and single-process models as well as social-judgment theory (i.e., Sherif & Hovland, 1961).

E124

ROMANTIC LOVE: SEX, IDEALIZATION AND THE GREEN-EYED MONSTER *Maureen O'Sullivan; University of San Francisco* — In explaining romantic love, evolutionary psychologists emphasize the primacy of sexual attraction, while social psychologists focus their attention on psychological factors such as similarity, idealization, self-expansion,

and familiarity. The present study explores this issue from a cross-cultural and cross-generational perspective. The hypotheses examined were: a) sexuality is a moderate contributor to the experience of romantic love; b) negative emotions, such as jealousy, disappointment and loss are a constant, but relatively small component of romantic love; c) the positive emotions involved in romantic love will account for most of the variance in descriptions of romantic love but these positive emotions will vary across cultures and over generations. The hypotheses were tested using a 39-item Likert-type inventory with the following groups: college-aged, middle-aged and old-aged Americans, as well as Japanese, Central American, mixed-Hispanic and Russian college students tested in their native language (N > 1000). The results were analyzed using factor analytic techniques. Over-all, about 14 percent of the variance in descriptions of the experience of romantic love was explained by sexual feelings and about 3 percent by negative emotions. These findings were highly similar for all groups. The groups differed markedly, however, in the number and kind of positive terms they used to describe their romantic love experiences. The implications of these findings for a rapprochement of evolutionary and social psychological theorizing about romantic love will be discussed.

F1
INCREMENTAL PREDICTIVE UTILITY OF THE INSPIRATION CONSTRUCT: AN HLM ANALYSIS *Todd Thrash, Andrew Elliot; University of Rochester* – Psychologists have neglected the construct of inspiration. In an effort to demonstrate the importance of the construct, we examined its predictive utility using trait-report and experience-sampling methodologies. A sample of 150 undergraduates completed the Inspiration Scale (Thrash & Elliot, 2002) and measures of 10 traits that have been shown to relate to inspiration in our prior research. Three weeks later, participants began daily assessments of inspiration and the 10 other constructs for a period of 14 days. A high percentage of the daily reports (86%) were returned on time, as verified objectively. Hierarchical linear modeling was employed to examine the time-lagged consequences of inspiration at three levels of analysis: between-persons, between-weeks, and between-days (i.e., within-persons). In each case, initial levels of the outcome variable and positive affect were controlled, thus providing stringent tests of incremental predictive utility. Results indicated that the consequences of inspiration were apparent at the between-persons and between-weeks levels of analysis. Most notably, trait inspiration was found to lead to elevated levels of 5 daily outcome variables: openness to experience, work-mastery, creativity, perceived competence, and self-determination. Trait positive affect, in contrast, predicted only two outcome variables in this analysis: intrinsic motivation and perceived competence. These results indicate that the inspiration construct has important consequences in individuals' day-to-day lives and deserves the attention of psychologists.

F2
AUTOMATIC EFFECTS OF ANTHROPOMORPHIZED BRANDS ON BEHAVIOR: APPLE, IBM, AND CREATIVITY *Grainne M. Fitzsimons[1], Tanya L. Chartrand[2], Gavan J. Fitzsimons[3]; [1]New York University, [2]Ohio State University, [3]University of Pennsylvania* – Perceiving another person can automatically activate stereotypes that lead the perceiver to behave in a stereotype-consistent fashion (see Dijksterhuis & Bargh, 2001). The current research explores whether exposure to inanimate objects such as brand logos (e.g., Apple and IBM) can also activate associated stereotypes and influence behavior. Based on the idea that the brand 'Apple' connotes creativity much more than does the brand 'IBM' (see Aaker, 1997), we predicted that people primed with Apple logos would perform better on a creativity task than would people primed with IBM logos. Participants first completed a computerized vigilance task which served as a subliminal priming manipulation: 1/3 of participants were primed with Apple logos, 1/3 with IBM logos, and 1/3 with pattern masks only (as a control condition). All participants then completed a creativity task - the 'Unusual Uses Task', in which they were asked to generate as many unusual uses as possible for a brick. As predicted, people primed with Apple logos outperformed control and IBM-primed participants on the creativity task. Apple-primed participants spent more time working on the task and generated more uses than did control or IBM-primed participants. Participants did not differ on self-reported motivation or interest in the task, suggesting that the effects of the brand logos on behavior were nonconscious. A follow-up study replicates these findings and supports a stereotype-activation mechanism for the findings. Thus, even incidental exposure to common brand logos appears to influence behavior, suggesting that perception-behavior effects may be ubiquitous in everyday life.

F3
SIMILARITY OF INTERPERSONAL CLOSENESS AND ASSOCIATION WITH RELATIONSHIP SATISFACTION *Greg Strong, Arthur Aron; State University of New York, Stony Brook* – This study investigates the hypothesized association of a dyad's similarity on closeness, as assessed by the Inclusion of Other in Self scale (IOS), with partners' satisfaction in the relationship. We used data not previously analyzed from five studies to examine this hypothesized association.

These five studies include a total of 235 married and dating couples, recruited from New York and California. Researchers have generally found that closeness and relationship satisfaction are positively correlated; however, previous research has not investigated how a couple's similarity on closeness is related to their satisfaction. Based on a regression interaction analysis, and combining results meta-analytically across the five studies, results indicated that there was a significant association in the predicted direction – the greater the similarity in closeness, the greater the satisfaction. Possible mechanisms and future directions are discussed briefly.

F4
CHILDREN'S CONFLICT RESOLUTION STRATEGIES WITH THEIR MOTHERS AND FATHERS *Anupama Joshi, Pamela Regan; California State University, Los Angeles* – Schoolage children's relationships with their peers and teachers have received greater attention than those with their parents. However, the study of children's behaviors in parent-child interactions is crucial in understanding the acquisition of interpersonal skills, especially in the context of the family. We studied children's conflict resolution strategies with their parents, conceptualizing conflict resolution as a process, thus allowing the possibility of the use of multiple conflict resolution strategies in a single conflict. We addressed the question - what are the different conflict resolution strategies that 9- to 12-year-olds use in conflicts with their parents? Seventy-four children aged 9- to 12- years (39 girls and 35 boys) were interviewed about a conflict they had had over the past month with each parent using an open-ended interview protocol. Interviews were audiotaped, transcribed, and then coded. Strategies were classified as submission, compromise, conventional, standoff, aggression, discussion, withdrawal, or non-action. Analyses revealed that 60.8% (n = 45) of the children used multiple strategies with their mothers and 66.7% (n = 42) of them used multiple strategies with their fathers. The most frequently used strategies were submission (32.3%), assertion (32.3%) and discussion (15.7%) with mothers, and submission (37.3%), assertion (27%) and discussion (18.9%) with fathers. Most conflicts with mothers and fathers ended in submission from the child. The findings underscored the complex nature of the process of interpersonal conflict resolution. The next step in understanding children's acquisition of interpersonal conflict resolution skills would be to compare children's strategies in the contexts of different relationships.

F5
MOTIVATION TOWARD AN ACTIVITY ACROSS AGES: TESTING FOR THE INVARIANCE OF THE SPORT MOTIVATION SCALE IN TWO AGE GROUPS *Catherine E Amiot[1], Céline M Blanchard[1], Roxane de la Sablonnière[1], Robert J Vallerand[2]; [1]University of Ottawa, [2]University of Quebec, Montréal* – This study aimed at identifying variations in the motivational patterns displayed by younger and older groups of athletes. According to self-determination theory, integration is the means by which the self develops, leading to more self-determined forms of motivation (Ryan & Deci, 2000). It was thus hypothesized that the motivational pattern displayed by older, more experienced and developed athletes should be characterized by more self-determination in comparison to younger athletes' motivational pattern. The Sport Motivation Scale (Brière et al., 1995; Pelletier et al., 1995) was administered to athletes from elite hockey leagues of differing ages (14-15 years old; N = 395, 16-19 years old; N = 343). On the basis of the analysis of covariance structures within the framework of confirmatory factor analysis, a second-order model of motivation was first tested separately for each age group using EQS. Fit indices obtained revealed adequate fit of the model to each group. Allowing for partial invariance (Byrne et al., 1989), measurement and structural invariance were then tested. Results revealed the non-invariance of factor loadings of the amotivation and intrinsic motivation items across the two groups, suggesting that athletes' motivational pattern becomes less amotivated but more intrinsic with age. Overall, find-

ings provide evidence for the existence of integration processes across ages (Ryan & Deci, 2000; Sheldon et al., 2002). Theoretical, methodological, and practical implications derived from these findings will also be discussed.

F6

ACCURACY, ERROR, AND BIAS IN PREDICTIONS OF REAL VERSUS HYPOTHETICAL EVENTS *Aaron M. Sackett, David A. Armor; Yale University* – Two studies examined predictions that people made about how well they would perform on tasks that they either did or did not expect to complete. In both studies, participants who were not led to expect that they would complete a GRE-like test made unrealistically optimistic predictions about how well they would perform on that test. Participants in these test-unexpected conditions consistently overestimated how many questions they would answer correctly (by between 25 and 33 percent; ps < .05), and their predictions were not correlated with their own test performance (rs = .05 and -.14, both n.s.). These results are consistent with the common finding that people's predictions tend to be unrealistically optimistic. By contrast, participants who were led to expect that they would complete the test made predictions that were not only less optimistic but also strikingly accurate. On average, participants in these test-expected conditions did not overestimate (or underestimate) the number of questions they would answer correctly, and their predictions were strongly correlated with their own test performance (rs = .52 and .50, ps < .001). Study 2 provided initial tests of several potential mechanisms for these effects, including anxiety, self-protection, and information neglect. In this study, only information neglect – a tendency for people who did not expect to complete the test to ignore relevant information when formulating their predictions – emerged as a viable explanation for the observed effects. Implications for the study of unrealistic optimism will be discussed.

F7

PERCEPTION OF TIME REMAINING AND SOCIAL GOALS: A LONGITUDINAL STUDY *Rebecca A. Cate, Oliver P. John; University of California, Berkeley* – Socioemotional Selectivity Theory (SST) (Carstensen, 1992; Carstensen et al., 1999) predicts that as people age their social networks will decrease in size, but increase in closeness, reflecting the shifting of social goals from information-seeking to emotion regulation. According to SST, perception of time is important in this process of shrinking social networks: those who view time as limited will have smaller but closer social networks than those who view time as expanded. However, longitudinal tests of these hypotheses have been rare. An extensive idiographic network assessment was obtained for the women in the Mills Longitudinal Study at both ages 43 and 61. As predicted by SST, perceived closeness to those in the social network did indeed increase from age 43 to 61. However, the total network size also showed an increase rather than the decrease SST predicts. To understand this finding, we used participants' estimates of the age they thought they would reach and ratings of "thinking a lot about death" and "feeling the importance of time's passing" to test cohort and individual-differences hypotheses. As predicted by our cohort hypothesis, the Mills women at age 61 continued to feel the importance of time's passing, but expected to live another 30 years and did not think much about death; they did not yet perceive time as limited. As predicted by our individual-differences hypothesis, perception of time remaining was correlated with lifestyle and personality variables. Findings are discussed in relation to implications for Socioemotional Selectivity Theory.

F8

LAY THEORIES ABOUT THE MUTABILITY OF SOCIAL CATEGORIES: THE ROLE OF CHOICE AND ITS LINK TO PREJUDICE *Chuck Tate; University of Oregon* – Much of the stereotype literature has implicitly assumed that all social categories are represented in the same way and therefore argued that the same stereotype change interventions (e.g., contact hypothesis) will work for any social category.

Recent research (e.g., Haslam, Rothschild, & Ernst, 2000), however, has shown that people's cognitive representations of social categories are dissimilar on several dimensions, especially how mutable (or changeable) membership in a category is. The purpose of these studies was to offer new insights into the claim that people represent social categories in distinct ways concerning membership mutability. In Study 1, participants were asked to rate how easy it was for a person to change membership in fifteen social categories, with higher scores indicating more mutability. Principal Components Analysis showed that the fifteen social categories could be broken into four components. The first component was positive trait categories (e.g., honest people, intelligent people). The second component was negative trait categories (e.g., depressed people, controlling people). The third component was "strong" categories (e.g., 'race,' gender). The fourth component was "weak" categories (e.g., occupation, religion). Analyses showed that all components were significantly different from one another, with the "strong" categories seen as the least mutable. Study 2 examined the correlations between the amount of choice involved in membership for different categories and prejudice directed at category members. The implication of these findings is that stereotype change strategies need to examine the different components in the representation of social categories as limits on the effectiveness of these strategies.

F9

AFFECT AND INFORMATION PROCESSING: ANTECEDENTS OF JUSTICE JUDGEMENTS *Celia Maria Gonzalez, Tom Tyler; New York University* – The present line of research further addresses the subjective nature of justice judgements by examining the influence of the affective state of the individual on the relative weight given to procedural and outcome information when formulating justice judgments, as well as judgements of satisfaction with procedures and outcomes, and overall acceptance of decisions. Recently, a growing focus in the justice literature has been on the subjective quality of justice judgments. In particular, the roles of cognitive heuristics and biases in the formulation of justice judgements have received much attention, while the influence of affect on the formulation of these judgements has received much less. This research incorporates the increasing interest in the interaction of affect and cognition, and its' influence on social judgement and decision making. Both experimental and survey methods were utilized to investigate the influence of affect on the process of constructing justice judgments. In the first study, affect was induced prior to information being presented and judgements being made, while in the second study, affective states were measured after judgments were made. Results suggest that individuals experiencing negative affective states engage in more systematic processing, and make use of both procedural and outcome information to a greater extent when formulating justice judgments than do individuals experiencing positive affective states. Moreover, individuals experiencing negative affect states, to a greater degree than individuals experiencing positive affective states, weigh procedural information more heavily in formulating justice judgements and judgements regarding related issues.

F10

HOW DOES SHAMING AFFECT EMOTIONAL REACTIONS AND REPARATIVE INTENTIONS? *Richard Smith[1], Gordon Campbell[2], Mark Jackson[3], Sung Hee Kim[1]; [1]University of Kentucky, [2]Western Kentucky University, [3]Center College* – When people behave badly, cultures often find ways to shame them. Not only can shaming seem a fitting punishment, but it may also arouse culturally useful emotions (such as guilt and shame) and reparative acts (such as apology and restoration). However, although enhancing guilt is likely to have adaptive consequences, research suggests that enhancing shame may have mostly negative consequences, especially if it leads to excessive self-degradation and defensive rage. Also, most shaming, as it increases in degree, may actually be perceived by the shamed individual as unjustified humiliation, thus

reducing reparative intentions. Prior research on this topic has used correlational or scenario designs, mostly because ethical considerations can preclude both the inducement of bad behavior and the shaming of participants following this inducement. The present study used participants' remembered experiences in conjunction with imagined shaming. Participants were asked to remember a situation in which they did something wrong and yet no one knew about it. After completing scale items assessing affective reactions and reparative intentions, they were asked to imagine, successively, 1) that someone found out about what they did, 2) that someone reprimanded them for what they did, and 3) that someone reprimanded them severely in front of many other people. After each stage they also gave their affective reactions and reparative intentions. The results indicated that successive degrees of shaming created greater hostility, decreased guilt, and reduced intentions to apologize, adding further evidence that shaming, especially in extreme forms, may be counterproductive.

F11
MULTIPLE SELVES OF DUAL-INCOME AND SINGLE-INCOME COUPLES WITH CHILDREN *Amber B. Johnson[1], Carolin J. Showers[1], Marilyn J. Essex[2]; [1]University of Oklahoma, Norman, [2]University of Wisconsin, Madison* — Research has suggested that working outside the home has a positive impact on a woman's life but a negative impact on her husband's life (Bolger, DeLongis, Kessler, & Wethington, 1990). The multiple roles of working parents may act as a buffer for stresses that emerge in one role, yet they also increase the potential for role conflict. The current study compares 94 dual-income and 63 single-income couples in terms of the association between role satisfaction (parent, friend, worker, and spouse) and negative mood, controlling for household income and husband's individual income. Initial analyses confirmed previous findings (Kessler & McRae, 1983) that men in dual-income couples tend to report more negative mood than men in single-income couples or wives in either group, $F(1,155)=3.15, p<.08$. Moreover, dual-income couples (both husbands and wives) reported lower satisfaction as workers, $F(1,157)=20.89, p<.001$, and as spouses, $F(1,155)=6.08, p<.02$, than did single-income couples. However, high satisfaction as a parent buffered the negative mood of dual-income men with low self-esteem. Some potential vulnerabilities for men in single-income couples emerged. For single-income husbands with high self-esteem, low satisfaction with self as parent was associated with negative mood, $b=-.32, p<.01$. For single-income husbands with low self-esteem, it was satisfaction as a spouse that was associated with mood, $b=.18, p<.06$. For women, self-esteem also moderated associations between role satisfaction (worker, $b=-.24, p<.01$, friend, $b=.32, p<.001$) and mood. However, work status (whether they worked outside the home) had no effects. Discussion focuses on the possible causal processes that link multiple selves, self-esteem, and mood.

F12
THE EFFECTS OF SITUATIONAL POWER, OUTCOME DEPENDENCE AND GOAL VALUE ON SOCIAL CATEGORIZATION IN GENDER RELEVANT DOMAINS *Kristina Yezdimer, Theresa Vescio; Pennsylvania State University* — Fiske's (1993) Power as Control model of stereotyping and prejudice suggests that the powerful stereotype the powerless more than the reverse. This has been presumed to be, in part, due to asymmetric differences in outcome control; high power individuals are relatively less dependent on low power others. However, situational power and outcome dependence are typically confounded in the power and stereotyping literature. The present research used a legitimate power (high or low) X outcome dependence (dependent or independent) X outcome value ($50.00 or $5.00) between participants design. Participants were assigned either to the role of team leader or employee, based on a rigged scoring of a leadership skills questionnaire, and led to believe they would interact with others in a gender relevant context (i.e., involving one stereotypically masculine task and one stereotypically feminine task). Monetary incentives were used and

participants were led to believe that monetary reward would be based either on individual performance or collective team performance. Legitimate power (or outcome control) was manipulated independently of outcome dependence); participants were told that high power team leaders would select and assign tasks, as well as monitoring employee progress. Findings indicate that the strength of gender categorization was reduced to non-significant levels for leaders when outcomes were both valuable (e.g., could earn $50.00) and dependent on low power others. However, the strength of categorization among low power others did not vary as a function of outcome value or dependence in the present data.

F13
WHEN COMMUNICATIONS COLLIDE WITH RECIPIENTS' ACTIONS: EFFECTS OF POST-MESSAGE BEHAVIOR ON INTENTIONS TO FOLLOW THE MESSAGE RECOMMENDATION *Dolores Albarracín, G. Tarcan Kumkale, Joel B. Cohen; University of Florida, Gainesville* — For many decades, social psychologists have been interested in designing communications that successfully induce behavioral change. Researchers typically assume that intrinsic aspects of the message and events that precede or accompany the presentation of the message will influence recipients' attitudes and ultimately their intentions and actual decisions concerning the behavior the message advocates. However, past research has neglected possible interactions between relevant post-message behavior (e.g., noncompliance) and characteristics of the message on more enduring message effects. Of particular relevance is the potential conflict between the recommendations of the persuasive message and the behavior of recipients following exposure to the message. Two experiments investigated the processes through which post-message behavior (e.g., noncompliance) influences resistance to the message. Participants in Experiment 1 read preventive, consumer-education messages that either opposed the consumption of an alcohol-like product or recommended moderation. Half of the participants then tried the product, whereas the remaining participants performed a filler task. In the absence of trial, the two messages had the same effect. However, recipients of the abstinence-promoting preventive message who tried the product had stronger intentions to use the product in the future than recipients of the moderation message. The same pattern was the case when participants in Experiment 2 made judgments of the intentions of participants in Experiment 1. These findings are discussed in light of several interpretations, including expectancy violation, self-perception, and cognitive dissonance.

F14
THE EFFECTS OF SOCIAL INFLUENCE STRATEGY AND PARTICIPANT GENDER ON STEREOTYPING IN MASCULINE DOMAINS *David Butz[1], Theresa Vescio[2]; [1]Florida State University, [2]Pennsylvania State University* — The present research was designed to examine the question of whether cultural stereotypes of groups to which low power individuals belong might be differentially influential depending on the social influence strategies used by high power people. Following French and Raven's (1959) classic analysis of power, participants were assigned to positions of legitimate power and encouraged to adopt a strength-focused (e.g., reward power) or a weakness-focused (e.g., coercive power) means of exerting social influence. Power orientations were manipulated via written instructions that encouraged leaders to either identify and reward subordinate strengths or identify and punish subordinate weaknesses. In our stereotypically masculine domain, we predicted that cultural stereotypes of women would provide information of relevance to leaders in weakness-focused conditions (e.g., indicate contextually relevant dimensions along which women have shortcomings), but not strength-focused conditions (e.g., stereotypes define positive female attributes, but they are contextually irrelevant). Consistent with this social influence strategy X stereotype match perspective (Vescio, Snyder, & Butz, 2002), weakness-focused male leaders responded to female, compared to male, subordinates more negatively than did

strength focused male leaders. These effects, included: a) stronger gender categorization, b) more negative employee appraisals, b) gender biases in task assignments, and c) lower estimates of employee success. Manipulations of leader social influence strategies did not, however, influence the responding of female leaders.

F15
WOMEN'S PERSONAL AND COLLECTIVE GENDER IDENTITY
Tara E. Smith, Campbell Leaper; University of California, Santa Cruz — Prior research on women's self-concept has focused on their endorsement of gender-typed traits (e.g., expressiveness). Less research has focused on women's personal understanding of gender. Our approach thereby seeks to avoid reifying gender stereotypes and instead to understand how women grapple with their gender identity. The present study asked women how content they are with their role as a woman and how important their identity as a woman is to their overall sense of self. Self-report measures of personal contentedness with gender (adapted from Egan & Perry, 2001) collective identity as women (Luhtanen & Crocker, 1992), femininity ideology regarding relationships with others (Tolman & Porche, 2000), and attitudes about gender (Vaillancourt & Leaper, 1997) were completed by 170 college women. Traditional gender attitudes were associated with higher levels of personal gender contentedness. A measure of traditional "feminine" ideology assessed the importance of maintaining positive relationships above being true to one's self. Feminine relational ideology was related to lower levels of gender contentedness. The effect of relational ideology on personal contentedness was magnified by collective gender identity: for women who placed little importance on their collective identities as women, having a traditional relational ideology was especially detrimental to gender contentedness. The results provide new insights into how both personal and collective notions of gender influence women's gender identity.

F16
FOSTERING RESISTANCE TO REPEATED PERSUASIVE MESSAGES *Petia Petrova[1], Robert Cialdini[1], Daniel Barrett[2], Jon Maner[1], Noah Goldstein[1]; [1]Arizona State University, Main, [2]University of Pennsylvania, [3]Annenberg School for Communication* — The present research investigates a strategy for creating resistance to repeatedly presented messages labeled Poison Parasite Defense due to its two essential elements: one poisonous (counterarguments against the claims of the message) and one parasitic (a mnemonic link between the persuasive message and the counterarguments). Participants viewed a target ad and during a subsequent session they were presented with either 1) a counter-message revealing the duplicity of the opponent's claims plus a link to the opponent's ad (a picture that was present in the opponent's ad), 2) a countermessage revealing the duplicity of the opponent's ad but no link to the target ad, or 3) an unrelated control ad. Then, at each of several consecutive sessions, participants viewed and rated the target ad. The results from two studies (one conducted with a paper-and-pencil version of the materials and one conducted over the Internet) demonstrated that the combination of counterarguments and a visual link to the target ad not only produced greater resistance to the target ad than the other two conditions, but also made the target ad less and less persuasive each successive time it was viewed. These results suggest that even when an organization does not have access to the audience as often as its opponent, it can nevertheless create lasting and even increasing resistance to the opponent's message by implementing the Poison Parasite Strategy.

F17
SEEING MEANING: VISUAL PERSPECTIVE AND ACTION IDENTIFICATION IN MENTAL IMAGERY *Lisa K. Libby, Richard P. Eibach; Cornell University* — Any behavior (e.g., voting) can be construed at a concrete level (e.g., marking a ballot) or an abstract level (e.g., influencing the election). Whereas concrete construals merely describe a discrete act, abstract construals ascribe a larger meaning to that behavior. Vallacher and Wegner's (1989) Behavior Identification Form (BIF) consists of 25 actions, each with a concrete and an abstract description; participants choose the description they prefer. In our Study 1, participants completed the BIF. They also visualized themselves engaging in each action and reported which visual perspective they used: 1st person perspective (looking through one's own eyes) or 3rd person perspective (looking at the self as an observer would). The construal level that participants chose for an action was associated with the visual perspective they spontaneously used to imagine doing that action: abstract construals were associated with 3rd person images and concrete construals with 1st person images. Study 2 manipulated the perspective participants used to visualize each action while completing the BIF. Those participants told to imagine actions from the 3rd person perspective were more likely to pick the abstract description than were participants told to use the 1st person perspective (who preferred the concrete description). Previously we have found that people told to visualize their own past behavior from the 3rd person, rather than 1st person, perspective make more extreme self-judgments on related dimensions (Libby, Eibach, & Gilovich, 2002). Such effects may occur because the 3rd person perspective magnifies the meaning of behaviors relative to the 1st person perspective.

F18
THE GENDER PERCEPTION INVENTORY AND AMBIVALENT SEXISM *Nathaniel D. Krumdick[1], Chuck Tate[2]; [1]Loyola University, Chicago, [2]University of Oregon* — Two studies were conducted using the Gender Perception Inventory (GPI), an inventory designed to assess and quantify different domains in the social construction of gender. The domains were social inference, perceived similarity, and perceived social knowledge based on a target's gender. Each domain focused on values and social behaviors as dimensions of interest. For instance, participants were asked to indicate the amount of information that can be inferred about a target's values from that target's gender (and likewise for social behaviors). 500 participants across two studies completed the GPI. A factor analysis produced a five-factor solution for the inventory, which supported the domains identified above, broke the similarity domain into two factors (values and social behaviors), and also revealed a fifth factor. Although there was a notable disparity between women and men in the sample, discriminant function analyses did not show consistent differences between female and male respondents. Using composite means for items comprising factors, participants reported higher scores for inferences about a target's values and behaviors than for knowledge about the same dimensions based on the target's gender. There were also differential effects for perceived similarity and social inference based on target gender. Study 2 examined the correlations between responses to the GPI and both the Ambivalent Sexism Inventory (ASI) and the Ambivalence toward Males Inventory (AMI). These results suggest that the GPI is a useful tool for examining the social construction of gender and how this information is related to measures of both hostile and benevolent sexism.

F19
STEREOTYPES, EMOTIONAL PREJUDICES, ATTITUDES, AND DISCRIMINATION: WHAT BEST PREDICTS ANTI- AND PRO-GAY BEHAVIOR? *Cara A. Talaska[1], Susan T. Fiske[1], Shelly Chaiken[2]; [1]Princeton University, [2]New York University* — Until recently, the prejudice and discrimination literatures have been dominated by cognitive concepts, possibly to their detriment (Fiske, 1998). Researchers have attempted to predict discrimination using general attitudes toward an outgroup, attitudes toward policies affecting the group, and stereotyping of that group, while emotions elicited by an outgroup have been relatively neglected. However, we hypothesize that emotional prejudice toward an outgroup may be a better predictor of behavior toward that group than stereotyping is. To assess this relationship, we measured stereotypes, emotional prejudices, behaviors (past and predicted future), and overall attitudes toward gay men. Supporting our hypothesis, emotional prejudice was more correlated with behavior than stereotyping was (past behavior r = .84 and .22, respectively; predicted behavior r = .80

and .22). Also, adding emotional prejudices to a regression model including only stereotypes increased the variance in behavior explained to a much greater degree than adding stereotypes to emotions did (average Δr2 = .31 and .06, respectively). So, for some outgroup behaviors, emotional prejudices have explanatory validity above and beyond that of stereotypes. Additionally, we found that variance in positive behavior was best predicted by positive concepts, while negative behavior was predicted best by negative concepts. Past discrimination-reduction efforts have assumed that stereotypes are the crucial factor in discriminatory behavior. The current study suggests that analyzing emotions elicited by outgroups may provide better insight into predicting and preventing discrimination. Though compelling, the current data are only correlational; to better assess causation, an experimental study and SEM analyses are being conducted.

F20
EVALUATIVE KINSHIP: THE TROUBLE WITH ATTRACTIVE STIGMATIZED GROUP MEMBERS *Rick Brown, John Bassili; University of Toronto, Scarborough* — Recent research suggests that when an individual perceives a person simultaneously belonging to multiple social categories the typical result is the activation of the dominant categorical representation and inhibition of the subordinate categorical representations. However, little is known about the affective reactions to individuals belonging to multiple social categories. The theory of affective primacy suggests that affective reactions occur prior to and separate from cognitive responses. The goal of the present study was to investigate the influence of 'early' affective reactions to target individuals of multiple social categories on the cognitive processing of these targets. As part of our procedure, participants were simply instructed to discriminate between images of European and African Canadians. Each stimulus subset contained an equal number of images of relatively attractive and unattractive females. Using response latencies as the dependent measure, a 2 (Race: European Canadian, African Canadian) x 2 (Attractiveness: attractive, unattractive) repeated measures ANOVA revealed a significant Race by Attractiveness interaction. Participants responded significantly faster to attractive European Canadian females compared to unattractive European Canadians and significantly faster to unattractive African Canadian females compared to attractive African Canadian females. This affective 'evaluative kinship' effect was significantly correlated to negative implicit attitudes towards African Canadians, as measured by the IAT. These results mimic typical evaluative priming results and suggest that early affective reactions to target individuals based on less salient subordinate social categories can influence cognitive processing of these targets.

F21
INFORMATION AS KEY-PLAYER IN MOOD EFFECTS – FURTHER EVIDENCE FOR THE AFFECT-AS-INFORMATION APPROACH *Rainer Greifeneder[1,2], Gerald L. Clore[1]; [1]University of Virginia, [2]University of Mannheim* — This line of research examines the influences of cognitive feedback on learning strategies. According to the affect-as-information-approach (Schwarz & Clore, 1983), affective feelings influence human behavior and thinking by serving as source of information. Specifically within the realm of performance, it is assumed that affect acts as feedback, indicating to the actor whether he/she should be confident in his/her abilities. In a number of previous studies (e.g. Dienes, 1996) this has been shown by manipulating the affective states people experience: people in a happy mood engage in top-down processing, whereas people in a sad mood rather go with bottom-up processing. It has yet to be shown, however, that the same results can be produced directly by manipulating the cognitive feedback people receive – a necessary condition for the affect-as-information-approach. In the present studies participants therefore got positive versus negative online-feedback on their performance while learning a list of words. If affect works through its informational value, than this manipulation should yield results similar to the ones

from previous studies. Results of study one and two sustain this hypothesis, thus further supporting the affect-as-information approach. Specifically, people used different learning strategies depending on the feedback they got. It is important to note that these results are not due to a hidden mood manipulation caused itself by the feedback manipulation, since no mood-differences between groups were found. Implications of the findings concerning the role of affective feelings in our daily life are discussed.

F22
THE IMPACT OF THE EXPERIMENTER GENDER AND MATH IDENTIFICATION ON MATH TEST PERFORMANCE *Daryl Wout, James S. Jackson, Henry A. Danso; University of Michigan, Ann Arbor* — This research tested whether women's performance on a math test can be affected by the gender of the experimenter. Ninety-four male and female undergraduates enrolled in the introductory psychology course were administered a moderately difficult math test by either a male experimenter or a female experimenter. In addition, the test was described as being either "diagnostic" of math ability or as being "non-diagnostic" of math ability. The moderating role of participants' identification with the mathematics domain was also assessed. After controlling for the participants SAT scores, the results revealed that both men and women performed better when the experimenter was male than when the experimenter was female. This finding was especially true for those who were highly identified with the math domain. Interestingly, the description of the test did not significantly affect test performance. After the test, participants indicated how well they thought they performed. Both men and women believed that they answered fewer questions correctly when in the presence of the male experimenter, and individuals highly identified with the math domain believed that they answered more questions correctly. The results of this study suggest that the presence of the male experimenter may have increased motivation for both genders. For the female participants, the male experimenter may have increased their motivated to not confirm a negative stereotype. For the male participants, the male experimenter may have increased their motivation to live up to the positive stereotypes associated with their gender. Future research will attempt to test these possibilities.

F23
POWER AND GENDER BASED SOCIAL CATEGORIZATION IN GENDER NEUTRAL CONTEXTS *Ann Hoover, Carolyn Heitzmann, Taya Cohen, Kristina Yezdimer, Theresa Vescio; Pennsylvania State University* — The present research used a participant gender X situational power (high or low) X outcome dependence (dependent or independent) X monetary reward potential (high or low) between participants design in a gender neutral context. During a getting acquainted period, male and participants read background information provided by several other male and female targets. This information was contextually relevant, but gender irrelevant, and provided under the guise of a getting acquainted session (e.g., to provide information about high or low power others with whom one may later be asked to work). While it has been suggested that gender is a highly meaningful social category along which people are automatically categorized, our findings revealed consistent gender differences in the tendency to categorize others on the basis of gender. There was evidence that both high and low power male participants categorized others according to gender. There was also evidence that these effects were reduced among our male participants when outcomes either had high reward potential and/or were dependent on others. In contrast, neither high or low power female participants used target gender as a basis for categorizing others in our gender neutral context.

F24
CONSEQUENCES OF FAILING AT NONCONSCIOUS GOALS FOR AGGRESSIVE BEHAVIOR *Valerie Jefferis, Tanya L. Chartrand; Ohio State University* — Automatic goal activation and operation is followed by success or failure at the nonconsciously-pursued goal. Evidence

suggests that this success or failure can have important "downstream" consequences, including effects on mood and self-enhancement (Chartrand & Jefferis, in press). The current studies examine the role of nonconscious goal pursuit in aggressive behavior. In Study 1, participants were given a nonconscious goal to form an impression and then led to either succeed or fail at this goal. Participants then completed a "hot sauce" measure of aggression for which they were asked to prepare a portion of hot sauce for a confederate whom they knew disliked spicy foods. Participants who had failed at their nonconscious goal to form an impression dished out over twice as much hot sauce for the confederate. Study 2 explored the effect of being aware of one's success or failure performance. Awareness of failure provides the opportunity to make appraisals and attributions, which may lead to less aggressive responses (Berkowitz, 1989). Participants were given a nonconscious achievement goal, and then were led to fail at this goal. Half of participants were then given feedback that they failed at the goal. Participants then walked down a narrow hallway, and a confederate walked toward them from the opposite direction. Aggression was measured by the distance from the confederate when the participant started to veer and make room for the confederate. Participants who were given feedback veered sooner than participants who were not made aware of their failure at their nonconscious goal.

F25
THE MODERATING ROLE OF ELABORATION IN MAJORITY-MINORITY INFLUENCE IN GROUP DECISION-MAKING *Laura D. Johnston[1], Leandre R. Fabrigar[1], Duane T. Wegener[2], Natalie O. Rosen[1]; [1]Queen's University, [2]Purdue University* — Many people have been interested in factors that impact the balance of influence between a majority and a minority. In general, it is expected that the majority opinion within a group will become the final decision of the group. However, one variable that may offset the majority effect is the balance of elaboration between factions. Elaboration is thought to affect attitude strength and, consequently, the resistance of the attitude to contradictory information. This study postulated that the balance of elaboration between the majority and minority factions would affect the balance of influence of the factions. The experiment involved 3-person groups in a mock civil jury task, with 2 jurors having the same initial opinion and 1 juror having an opposing initial opinion. Elaboration of the case information was manipulated via accountability and distraction. Several dependent variables assessed influence within the group task including influence on the group verdict, private attitude change, and peer-evaluated persuasiveness. A significant majority effect was found in that the majority faction tended to have greater influence than the minority faction. However, this majority effect was moderated by the balance of elaboration between the factions. The majority effect was greatest when the majority had elaborated to a greater extent than the minority. The majority effect was lessened when the factions elaborated to an equal extent. The majority was the least influential when the minority had elaborated to a greater extent.

F26
THE EFFECTS OF ISSUE FRAMING ON TITLE IX POLICY ATTITUDES *Masataka Nunokawa[1], Gretchen E. Lopez[2], Julie A. Bailey[1], Ayelette Raviv[1]; [1]Syracuse University, [2]Colgate University* — Framing is a process by which a communication source constructs and defines social/political issues for its audience (Kinder, 1998), and it has been found to shape public opinion regarding institutional policies such as welfare and affirmative action. Two studies examined the effects of framing on college students' attitudes toward Title IX – part of the Educational Amendments intended to promote gender equalities in athletics and academics. In Study 1 (n = 131), participants read either a positive or negative frame emphasizing group equality or group competition, respectively, and then indicated their attitudes toward the policy. Participants' gender, SDO, knowledge, and personal relevance of Title IX were measured and included in multiple regression analyses. Study 2 (n = 233) further inves-

tigated the impact of framing with an additional frame manipulation. There were two positive and two negative frames; one of each made a group comparison (i.e., status of female student-athletes relative to male student-athletes) salient while the other did not. Political ideology and causal explanations for gender inequality were additionally included to better understand the role of SDO and gender group membership. In both studies and across attitude measures, multiple regression analyses revealed frame and gender to be statistically significant predictors of supporting Title IX; positive frames and being a woman were associated with more positive attitudes toward the policy. The impact of other individual differences varied across attitude measures. Implications for better understanding the role of issue framing, and important individual differences in the formation of public opinion were discussed.

F27
WHAT DO PEOPLE WANT IN A GROUP MEMBER? A BIOCULTURAL ANALYSIS OF VALUED AND DEVALUED CHARACTERISTICS *Catherine A. Cottrell, Steven L. Neuberg, Norman P. Li; Arizona State University* — What characteristics do people most value in members of project teams at work, basketball teams, or social sororities? Humans are group-living animals--we rely on fellow group members to fulfill their responsibilities so as to facilitate group success and, thus, enhance our individual outcomes. This interdependency suggests that some characteristics (e.g., trustworthiness, cooperativeness) are foundational to effective group functioning and should be valued across all groups, whereas the importance of other attributes (e.g., intelligence, assertiveness) should depend on the group's particular task (e.g., athletic, work, social). Undergraduates rated, for members of 14 groups, the importance of 32 characteristics hypothesized to be important from our analysis of group structures and processes or from alternative perspectives. As predicted, trustworthiness was uniquely viewed as extremely important across all interdependent group contexts, although many characteristics were seen as highly important. Because there was no cost of assigning high value to all attributes--it's easy to circle 9s on Likert scales--we asked other undergraduates to "invest" in characteristics by allocating portions of a limited budget to the most important attributes, thereby enabling us to differentiate between the characteristics they viewed as 'necessities' versus 'luxuries'. As before, participants tended to allocate their first tokens, across all interdependent groups, to those attributes hypothesized as most fundamental to successful group functioning. These results support our biocultural approach toward understanding intragroup dynamics, and challenge alternative perspectives, which are unable to generate specific, theoretically-grounded predictions about which attributes are valued and devalued across and within different group contexts.

F28
THE CURSE OF KNOWLEDGE: BIASED ASSESSMENTS OF THE KNOWLEDGE AND BELIEFS OF OTHERS *Susan Birch, Paul Bloom; Yale University* — In social psychology, several studies have demonstrated that we are biased by our own knowledge when assessing the knowledge of another — the "curse of knowledge". In developmental psychology, a wealth of research has demonstrated young children's failure to appreciate false beliefs. In a classic task, children hear a story in which Sally places her chocolate in a basket and goes outside. While Sally is absent Anne moves Sally's chocolate. Children are asked to judge where Sally will look for it when she returns. Prior to age 4, children fail the task reporting that Sally will look in the chocolate's current location. Many researchers argue that the children's failure demonstrates their lack of understanding of false beliefs. Yet these tasks are 'cursed' — the children know where Sally's chocolate is. We postulated that such tasks can be difficult for both adults and children, but for very young children this bias might be exaggerated leading them to fail outright. Three lines of research support this hypothesis. First, adults performed more poorly on a false belief task when they knew the object's location following its

displacement than when they did not. Second, young children exhibited a greater susceptibility to the curse of knowledge than older children. Finally, three-year-olds performed better on a false belief task when the curse was diminished. These findings suggest that adults and children suffer from the curse of knowledge when attributing false beliefs. For very young children this bias is particularly exaggerated, leading them to fail classic false belief tasks.

F29
WHO GETS TO CHOOSE? SOCIECONOMIC STATUS VARIABILITY IN THE EFFECTS OF CHOICE ON OBJECT LIKING *Alana Conner Snibbe, Hazel Rose Markus; Stanford University* – Two studies examined the relationship between socioeconomic status (SES) and the effects of choice on object liking. Highest level of completed education was used as a proxy for SES. In Study 1, participants either received a pen they chose themselves (choice condition) or had their chosen pen revoked and replaced with a pen chosen by the experimenter (usurped choice condition). Low SES participants liked their pens equally well in both conditions, while high SES participants in the usurped choice condition liked their pens significantly less than all other participants. Study 2 contrasted the choice condition with a precluded choice condition, in which the experimenter chose the pen for participants. Once again, low SES participants liked their pens equally well, regardless of who chose them, while high SES participants liked their pens significantly less in the precluded choice condition than did participants in the other three cells. Results are explained in terms of the different opportunities to choose and the different attitudes towards choice in low and high SES contexts. In high SES contexts, choice and control are routinely afforded, and are therefore highly valued, while low SES contexts offer fewer opportunities for choice and control and, consequently, place less value on their exercise. Accordingly, high SES participants reacted more negatively to the usurpation and preclusion of choice than did low SES participants. Implications for reactance theory, self-determination theory, and cognitive dissonance theories are discussed.

F30
DO RACIAL ATTITUDES PLAY A ROLE IN OTHER-RACE FACE RECOGNITION? *Gordon Campbell, Kelly Madole; Western Kentucky University* – The "other-race" effect refers to the common observation that individuals are better at remembering faces of their own race than faces of another race. The relevance of the "other-race" effect to social interaction between people of different races and eyewitness identification of criminal suspects has spurred much research into uncovering the nature of the asymmetry between recognition of own- and other-race faces. So far, however, many attempts to consistently demonstrate factors that contribute to the "other-race" effect have failed. One of the factors that may play a role in the "other-race" effect, but has yet to be shown to do so empirically, is racial attitudes. Past research attempting to link racial attitudes to cross-race face recognition has mainly used explicit measures of racial attitudes. The goal of the current study was to find out if a relationship between implicit racial attitudes and the "other-race" effect exists. White participants completed explicit attitudes measures, the Bona Fide Pipeline procedure (Fazio, 1995), and a short priming task designed to assess racial attitudes. As anticipated no relationship was found between face recognition and explicit attitudes. Also, no relationship was found between implicit racial attitudes as measured by the Bona Fide Pipeline and face recognition scores. However, a relationship was found to exist between implicit racial attitudes as measured by the short priming task and face recognition performance. The role that racial attitudes may play in the "other-race" effect is discussed, as are comparisons between the Bona Fide Pipeline and the short priming task.

F31
GENDER DIFFERENCES IN AFFECTIVE REACTIONS TOWARD HOMOSEXUAL AND HETEROSEXUAL IMAGES *Amanda Mahaffey, Angela Bryan, Kent Hutchison; University of Colorado, Boulder* – Homophobia is a well-documented social problem among men, yet its presence in women has eluded many empirical researchers. As a follow up to a series of studies in which startle eye blink was established as a valid measure of the affective component of homophobia in men, a study of potential gender differences was conducted. A university sample of one hundred sixty-eight participants (84 women, 84 men) were exposed to a variety of sexual photographic stimuli (gay male couples, lesbian couples, and heterosexual couples) as well as neutral images accompanied by startle-eliciting bursts of static. The pattern of responses was identical for both genders. Lesbian stimuli elicited the smallest startle magnitude (i.e. positive affect), followed by heterosexual images, with images of gay male couples eliciting the largest startle responses (i.e. negative affect). All of the sexual images were viewed as more positive (i.e. lower startle magnitude) than neutral images. In accordance with our previous studies, men who self-reported being homophobic using a social distance measure displayed a more negative startle response toward gay male stimuli than those who were not homophobic, and this was more true for those who were erotophobic (i.e. uncomfortable with sexuality in general). There do not appear to be any such effects of homophobia or erotophobia in female participants. This initial study helps to begin to elucidate the gender differences in homophobia in that it appears that women do not tend to have the visceral negative emotions toward homosexuals that some men tend to experience.

F32
DETANGLING WHITE SHAME FROM WHITE GUILT *Marchelle Barquissau[1], Toni Schmader[1], Brian Lickel[2]; [1]University of Arizona, [2]University of Southern California* – Previous theory and research has discussed the extent to which White Americans feel "White guilt" in response to collective wrong against minorities (Steele, 1988, 1990, 1991; Swim & Miller, 1999). We sought to extend this analysis by making a theoretical distinction between shame and guilt (Schmader, Lickel, & Ames, 2002; Tagney & Fischer, 1995). Recent research (Schmader et. Al, 2002) suggests that vicarious shame results from appraisals that assume another's actions reveal a flawed characteristic that one shares in common with that person, while vicarious guilt results from appraisals that one could have prevented another person's behavior. Since ethnic associations are frequently perceived as reflecting shared dispositional qualities, we hypothesized that many people, when placed in a situation in which they had relatively little control, would experience vicarious shame rather than guilt when a member from their own ethnic group behaves prejudicially. We further predicted that vicarious shame would be experienced more intensely if the transgression was committed in the presence of a Black victim. White participants overheard a White confederate make an anti-diversity speech either in the presence of a Black confederate or not. The results indicated that participants felt more ashamed than guilty in response to the anti-diversity speech, but only when the Black confederate was present. Finally, we discuss the behavioral consequences of vicarious shame in respect to assuming collective responsibility for making retribution to targets of prejudice.

F33
INVESTIGATION OF ATTITUDE CHANGE BY ATTITUDE FUNCTION IN TWO CLASSROOM SETTINGS *Robert Bartsch[1], Dolly Hinsz[2];[1]University of Houston, Clear Lake, [2]University of Texas, Permian Basin* – Two studies investigated whether different attitude functions (see Maio & Olson, 2000) predicted different directions and/or magnitudes of attitude change. Study one examined community college student (n=64) attitudes and attitude functions toward lesbian mothers. Students were surveyed approximately one month before and immediately after being exposed to a lecture by a lesbian mother. Participants

became more positive toward lesbian mothers and lesbians in general. Social-adjustive, value-expressive, and defensive functions correlated with more negative attitudes toward lesbians and lesbian mothers. Participants who had instrumental or social-adjustive functions showed more positive attitudes toward lesbians and lesbian mothers at Time 2. Participants who had value-expressive or defensive functions showed more positive attitudes toward lesbian mothers but not lesbians in general at Time 2. However, results from a control group indicate many of these changes may not have been caused by the lecture. Study two investigated student (n=52) attitudes and attitude functions toward scientific creationism (SC) and the theory of evolution (TE) at the beginning and end of a university biology class. Overall, student attitudes toward SC and TE did not change. Agreement with SC and disagreement with TE correlated positively with value-expressive and defensive functions and negatively with the knowledge function. Furthermore, the constellation of these functions predicted attitude change such that people with higher value-expressive, higher defensive, and lower knowledge functions agreed more with SC and disagreed more with TE at Time 2. Applications of these findings and implications for functionality theory will be discussed.

F34

LIBERAL CONSERVATIVE SAGA IN THE SOCIAL PSYCH LAB *Natalia Mislavsky Engovatov, Lee D. Ross; Stanford University* — Cultural psychologists documented that members of different cultures have strikingly different construals of the self and of others. These construals influence individual experience. The role of ideology has not been addressed by psychologists. We aim at bringing the question of the role of ideology more into the focus of our field. This work focuses on the role that ideology and the cognitive structures underlying its representation play in people's responses to common social issues and dilemmas. It investigates linkages between liberal versus conservative conceptions of the family and liberal versus conservative conceptions of the broader society and preferences for particular social policies. Rather than contrasting the views of political liberals and conservatives, however, the present research proceeds from the assumption that most people possess both types of cognitive representations, and therefore can be induced to respond to issues in either liberal or conservative fashion by making one or the other set of representations more cognitively salient or available. The studies feature a manipulation that induces participants to recall events in their own family history that involved either nurturance or discipline. Subsequently, participants reasoned about criminal justice and resource allocation. We found that invoking participants' representations of a family as a primarily disciplinary institution would lead to reasoning in retributive terms about problems in criminal justice, while invoking participants' representations of family as a nurturant institution would elicit reasoning in terms of restitution and rehabilitation. This work holds promise of illuminating familial lessons that translate into societal narratives to create moral norms.

F35

A NEW LOOK AT RAPE MYTH ACCEPTANCE *Amy M. Buddie*[1,2], *Andrea Bakker*[3], *Amy Brown*[3]; [1]*Research Institute on Addictions,* [2]*State University of New York at Buffalo,* [3]*Miami University* — The purpose of this research was to develop a scale to measure rape attitudes. Previous scales have effectively assessed rape myth acceptance (e.g., Payne, Lonsway, & Fitzgerald, 1999) but have not examined any potentially positive beliefs people may have about rape victims. Specifically, we were interested in examining the extent to which individuals understand the trauma that rape victims undergo as a result of their rape experience. Three hundred eighty nine college students were administered a questionnaire containing 79 items that assessed either rape myth acceptance (e.g., "A lot of women lead a man on and then they cry rape") or perceptions of the trauma experienced by women who have been raped (e.g., "Women who have been raped have trouble coping afterwards"). The items were sub-

jected to a principal components analysis with varimax rotation. As expected, two distinct factors emerged: Rape Myth Acceptance (a = .92) and Understanding the Trauma of Rape (a = .89). The items that loaded on each factor were combined to form two composite variables. Participants were much less likely to report agreement with rape myths (M = 1.40, SD = 0.74) than with understanding the trauma of rape (M = 4.23, SD = 0.52). Consistent with previous research, women were less likely than men to endorse rape myths and more likely than men to report that rape victims are traumatized by their experience. The advantages and implications of an expanded rape attitude scale are discussed.

F36

A LIFE COURSE STUDY OF CONSCIENTIOUSNESS AND HEALTH BEHAVIORS *Kate E. Walton, Timothy D. Bogg, Brent W. Roberts; University of Illinois, Urbana-Champaign* — The authors tested whether conscientiousness and health behaviors change with age and whether the relationship between conscientiousness and health behaviors changes with age. A mixed college and community sample (N = 781) consisting of four age groups (age 20 and below, ages 20-40, ages 40-60, age 60 and above) was studied. Conscientiousness scales from Goldberg's Big Five International Personality Item Pool (IPIP; 1999) and the ABC personality questionnaire, as well as a measure incorporating national health behavior scales were administered to participants. The two broad trait measures of conscientiousness and all the facet-level predictors, except for rationality and perfectionism, showed significant (p < .05) mean-level increases across the age groups; impulsiveness showed a significant decrease. For the health behaviors, drunk driving, eating fruits and vegetables, exercise, violence, tobacco consumption, alcohol use, drug use, and suicidal tendencies showed significant mean-level decreases with age. The two broad trait measures of conscientiousness significantly predicted all the health behaviors, except for eating fruits and vegetables, for all of the age groups. Multiple regression analyses showed that seatbelt use was the only health behavior whose relationship with conscientiousness was moderated by age.

F37

"EYE-RACING" PREJUDICE: THE EFFECT OF GAZE DIRECTION ON AMYGDALA ACTIVATION IN RESPONSE TO OUTGROUP FACES *Abigail A. Baird, Jennifer A. Richeson, Heather L. Gordon, Malia F. Mason, Romero A. Hayman, C. Neil Macrae; Dartmouth College* — The present study sought to examine the influence of eye gaze direction on neurophysiological responses to outgroup faces. Previous research has identified the amygdala as a structure paramount in emotional learning. One primary function is the detection of potentially threatening stimuli in the environment. In many primate societies, direct eye gaze (i.e., staring) is an umambiguously threatening gesture. Similarly, recent neuroimaging studies find increased amydala activation in response to direct, compared to averted, eye gaze. Interestingly, some work also finds differential amygdala activation in response to the presentation of outgroup faces (i.e., Hart et al., 2000). However, the stimulus faces employed in this work all displayed direct eye gaze. Given the substantial influence of eye gaze direction on amygdala activation, the present study was directed toward disambiguating the influences of race and gaze. Specifically, functional magnetic resonance imaging (fMRI) was applied to 10 white, right handed participants. Data were collected while participants performed a simple spatial discrimination task where the stimuli were pictures of black and white individuals, displaying either direct or averted eye gaze. Results revealed no significant differences in amygdala activation when viewing white faces compared to black faces, collapsed across gaze direction. However differential amygdala activation was found for direct compared to averted gaze. Further this effect was significantly larger for black faces (t(9) = 4.15, p<.001). These results suggest that direct eye gaze is a crucial medium through which socially relevant information, including race, is communicated.

F38

AN ALTRUISTIC REANALYSIS OF THE SOCIAL SUPPORT HYPOTHESIS: RESULTS FROM A PROSPECTIVE STUDY OF MORTALITY *Stephanie Brown, Randolph Nesse, Amiram Vinokur, Dylan Smith; University of Michigan* — This project challenges the assumption that receiving support is beneficial to health and well-being. Based on evolutionary theories of close relationships and altruism, the benefits of social contact were expected to be due to giving support rather than receiving it. Using the Changing Lives of Older Couples sample, baseline indicators of giving and receiving support were used to predict mortality status over a 5-year period. Results from logistic regression analyses indicated that individuals who reported providing instrumental support to friends, relatives, and neighbors, and individuals who reported providing emotional support to their spouse were less likely to die during the course of the study. These findings were obtained after controlling for demographic, personality, health, mental health, and marital relationship variables. Receiving emotional support had no beneficial effect on mortality once giving support was taken into consideration. The overall pattern of results did not support equity theory and could not be accounted for by the notion of reciprocated support.

F39

THE PRESENT PARTNER BIAS: IS LOVE BLIND? *Bärbel Knäuper, Rachel Kornik, Cristina Aydin, Katherine Atkinson, Carly Guberman; McGill University* — It has long been known that people tend to underestimate how quickly risks accumulate over time or number of events. Studying these phenomena in the area of sexually transmitted diseases (STDs), we found in previous studies that individuals tend to base their estimate of the likelihood of having an STD mainly on the perceived low risk of their present sexual partner while discounting past risks - the so-called "Present Partner Bias" (PPB). Furthermore, the bias was found to be stronger the more a person loves and trusts his or her present partner. Apparently, love and trust increase the motivation to ignore risk-relevant information. To directly test this hypothesis a study was conducted in which love and trust for the present partner was experimentally induced in one group of participants. The cumulative risk estimates of this group were compared with those of two controls groups who received a neutral or happy mood induction, respectively. As expected, the PPB was stronger the more love was felt for the present partner and it was strongest in the group who had been experimentally induced with love and trust. The results demonstrate that the PPB is indeed moderated by motivational factors. Motivational factors such as love and trust appear to act as "blinders" which distort the perception of accumulated risks.

F40

PERCEIVING SCHOOL PERFORMANCE AS INSTRUMENTAL TO FUTURE GOAL ATTAINMENT: EFFECTS ON GRADED PERFORMANCE *Ariel Malka, Martin Covington; University of California, Berkeley* — Modern achievement goal theory classifies students' goals according to whether they are aimed at proving (performance) or developing (mastery) ability as well as an approach vs. avoidance dimension. The four goals resulting from this 2 X 2 framework are posited to proximally predict scholastic outcomes and to mediate the effects of other forms of motivation. A separate line of research has incorporated a broader goals framework into the study of achievement motivation by focusing on the effects of perceiving school performance as instrumental to future goal attainment. The present research examined whether perceived instrumentality prospectively predicts additional variance in school performance beyond that accounted for by the achievement goals and other commonly studied motivational variables. Three studies conducted in college classroom settings supported this hypothesis. Study 1 showed that perceived instrumentality accounted for additional variance in graded performance beyond that accounted for by the traditional performance and mastery goals, self-efficacy, and task value. Study 2 replicated this finding using the extended achievement goal model that differentiates the approach and avoidance forms of mastery and performance goals. Study 3 replicated this finding once again using the elaborated achievement goal model and, furthermore, showed that this effect occurred independently of general future time orientation. It is argued on both theoretical and practical grounds that a comprehensive taxonomy of the motivation underlying classroom achievement behavior should include the perception that performing well in school is instrumental to attaining future goals.

F41

COLLABORATION AND MEMORY DIFFERENTIATION IN ACQUAINTED AND UNACQUAINTED DYADS *Allison Abbe, Steven E. Clark; University of California, Riverside* — Recent research on memory performance by small groups has attempted to explain why groups, usually consisting of unacquainted individuals, perform poorly relative to individuals working alone. In a separate area of research, studies have shown that acquainted, collaborating individuals perform memory tasks more effectively than collaborating groups of strangers. Using different comparisons, these two areas of research point to different conclusions about the utility of performing memory retrieval tasks in groups. However, few studies have included both comparisons: That is, little research has compared acquainted, collaborating groups both with groups of collaborating strangers and with groups of individuals working independently, termed nominal groups. The current study explored these comparisons using a 2 x 2 design manipulating acquaintance and collaboration in dyads. Acquainted dyads were individuals who had known each other and interacted regularly for at least six months, including room-mates, romantic partners, and close friends. Prior research has suggested that collaborating with an acquaintance provides benefits through the face-to-face interaction and in terms of the memory differentiation that develops over time. Thus, we hypothesized that acquainted, collaborating dyads would recall more information from a list of categorized terms than both unacquainted, collaborating dyads and nominal dyads. The primary hypothesis was not confirmed; however, an interaction between acquaintance and collaboration emerged. For collaborating dyads, acquaintance did not influence the number of items correctly recalled. For nominal dyads, pooled output from acquaintances surpassed that of strangers. Additional findings regarding participants' perceptions of the task and of their own performance are discussed.

F42

EVIDENCE FOR THE DIFFERENTIAL STABILITY OF TRAITS DURING THE TRANSITION FROM YOUNG ADULTHOOD TO ADULTHOOD *Jatin Vaidya[1], Elizabeth Gray[2], Jeffrey Haig[1], David Watson[1]; [1]University of Iowa, [2]North Park College* — The transition from young adulthood to adulthood is marked by a number of important changes, including moving to a new city or state, working at a full-time job, and starting a family. In an on-going longitudinal study, we examined the stability of personality and affective states during this important transitional period, as we tested participants early in their college careers (Time 1) and again 2.5-years (Time 2) and 5.5-years (Time 3) later. Three hundred and eleven participants completed a Big Five personality measure and a comprehensive trait affectivity measure at all three time points. The Big Five scales were consistently more stable than trait affectivity, both from Time 1 to Time 2, and from Time 2 to Time 3. Furthermore, rank-order correlations on the Big Five and trait affect scales were generally higher from Time 2 to Time 3, indicating most traits are becoming more stable with age. However, Conscientiousness and the conceptually and empirically related affective trait of Attentiveness exhibit almost identical and relatively low test-retest correlations from Time 1 to Time 2 as from Time 2 to Time 3, indicating that these traits are still undergoing significant change. These data suggest that while personality and affective traits in general seem to be becoming more stable over time, even during a time of significant life transitions, Conscientiousness and Atten-

tiveness are still under going a great deal of change as participants mature towards adulthood.

F43

COPING WITH PERVASIVE DISCRIMINATION: GROUP IDENTITY, SOCIAL PARTICIPATION, AND PSYCHOLOGICAL EMPOWERMENT *Lisa Molix, B. Ann Bettencourt; University of Missouri, Columbia* – The aims of the present study were to assess the impact of individual differences in stable attributions to prejudice on psychological empowerment, social participation, group identification and psychological well-being for members of stigmatized groups using a short-term longitudinal design. Ethnic minority and white female undergraduate students enrolled in a general psychology course were recruited to participate in this correlational study. The time lag between data collections ranged from 4-5 weeks. Somewhat consistent with prior research (e.g., Branscombe, Schmitt, & Harvey, 1999) structural equation model (SEM) analyses revealed an adequate fit to the data χ2 (7, N = 94) = 9.71, p > .05, NFI = .95, CFI = .98. More specifically making attributions to prejudice positively predicted group identity, group identity positively predicted collective well-being, and collective well-being positively predicted personal well-being. The results of zero-order correlations and a second SEM model, albeit inadequately fit, suggested a negative relationship between making attributions to prejudice and psychological empowerment, and a positive relationship between empowerment and collective well-being, empowerment and personal well-being, and collective well-being and personal well-being. Social participation did not significantly contribute to the model although zero-order correlations revealed that the relationship between social participation and empowerment was in a positive direction. The results of the present study suggest that while group identification buffers the negative relationship between psychological well-being and making attributions to prejudice, empowerment does not. Moreover, empowerment is likely to be an outcome variable or a coping process evoked by a greater threat (e.g., physical harm).

F44

I AM A PESSIMIST BUT ACT LIKE AN OPTIMIST: BEYOND THE CULTURAL CONSTRUAL OF SELF *Yumi Endo; Nara University, Japan* – The present study gave experimental evidence to support a new interpretation of self-effacing tendency among Japanese; namely, the self-effacing tendency is a product of belief as a pessimist rather than of culturally based self-construal. Participants were asked to estimate their proportions of positive (happy), negative (unhappy) and neutral memories they could retrieve two weeks before the memory experiment. At the second stage participants were asked to list as many experiences from their life as they could, and then to rate the valence and subjective distance of each event. They estimated that positive, neutral, and negative experiences would evenly comprise their whole memory storage. The experimental result showed, however, that they retrieved far more happy memories than unhappy memories: they retrieved more happy memories and less unhappy memories than they had estimated. They also gave smaller subjective distance to happy memory events than to unhappy memory events. If memory is construction/re-construction and if people are motivated to interweave their present self with recollections of the past as Ross (1996) and other researchers have insisted, these results might suggest that the Japanese is motivated to search for positive information about the self, in contrast to the so-called self-effacing tendency among the Japanese.

F45

BEHAVIOR-AFFECT RELATIONS ALONG THE AGENTIC DIMENSION: INCORPORATING SOCIAL ROLE AND PERCEIVED BEHAVIOR OF THE OTHER *J. Archambault, D. S. Moskowitz; McGill University* – The affect experienced when engaging in particular types of interpersonal behavior may vary according to numerous factors, including characteristics of the situation, the interaction partner, and/or the individual. However, the relation between affect and behavior within discrete episodes is only partially understood. For example, findings based on the behavioral concordance model suggest that traits can be used to predict relations between affect and communal, but not agentic, behaviors. The present research was aimed at furthering the understanding of behavior-affect relations along the agentic dimension by examining this relation according to social role and perception of the other's behavior. It was hypothesized that the affective valence experienced by individuals when engaging in agentic behaviors (dominant versus submissive) during social interactions would differ according to the role of the interaction partner (supervisor versus co-worker) and the perceived agentic behavior of the interaction partner (dominant versus submissive). Analyses based on an event contingent recording study, in which participants reported information concerning situational variables, behavior, affect, and other's perceived behavior immediately following social interactions over a 20-day period, yielded significant findings for the predicted interaction between agentic behaviors, role, and perceived submissiveness. Affect valence decreased as dominant behavior increased during interactions in which the supervisor's perceived submissiveness was low. Furthermore, affect valence increased with submissive behavior when supervisors were perceived as low submissive, and decreased with submissive behavior during interactions with high submissive supervisors. Perceived levels of agentic behavior did not impact the relation of either dominant or submissive behavior to affect.

F46

DOES ONE FEEL DESERVING OF SUCCESS AND HAPPINESS?IT DEPENDS ON ONE'S SELF-ESTEEM. *Joanne Wood, Walter Foddis; University of Waterloo* – The present studies investigated whether self-esteem predicts how people would respond to achieving success and feeling content. According to a few definitions of self-esteem, self-esteem involves feeling deserving of love. In recent work in our laboratory, however, we have found self-esteem differences in reactions to a wide range of positive experiences other than being loved. For example, relative to people with low self-esteem (LSEs), people with high self-esteem (HSEs) are more pleased when they achieve a success and are more likely to savor a positive mood. In the present research, we examined various beliefs that may underlie these self-esteem differences. In two studies, we asked participants to complete sentence stems involving success ("One thing I hear myself saying when I succeed at something is…") or contentment ("When I feel content for several days, I hear myself saying..."). We predicted that HSEs would respond with stronger acceptance of, and greater feelings of deservingness for, these positive experiences than would LSEs. The sentence stem responses were coded as either representing acceptance (e.g., "I feel on top of the world") or unacceptance (e.g., "wondering when something bad will happen") of success and contentment. Results supported the predictions: Even controlling for other plausible predictors such as optimism, neuroticism, extraversion, and self-deceptive enhancement, self-esteem accounted for unique variance in both accepting and "unaccepting" responses in both studies. In addition, a questionnaire of possible reactions to achieving success yielded the same findings.

F47

CENTRALITY OF IDENTITY MODERATES SHIFTING SOCIAL IDENTITIES AS A STRATEGY FOR DEFLECTING THREATENING SOCIAL COMPARISONS *David Perrott, Galen Bodenhausen; Northwestern University, Evanston* – Faced with the specter of an aversive upward social comparison, a threatened self has several potential avenues of escape. Mussweiler, et al. (2000) demonstrated that the inherently multifaceted nature of social identity affords one such avenue; namely, that of shifting one's social identity focus to an identity that is not shared by the comparison standard, thereby enabling minimization of the diagnosticity of that standard for self-evaluation (Festinger, 1954). Mussweiler, et al. (2000) found that although this strategy is especially likely to

be employed by those high in self-esteem it should, in principle, be available to everyone. But are all of our social identities equally recruitable as minions to the ego, to be momentarily embraced or discarded according to their contextual utility for self-enhancement? The present research qualifies this claim, suggesting that the strategy of shifting social identities may only work for social identities that are not central to one's self-concept. White female and male participants were given bogus feedback on an ego-relevant task indicating that they either outperformed, or were outperformed (i.e., ego-threatened), by a same gender Asian confederate. As predicted, despite no group differences in pre-task self-esteem, threatened participants with gender and ethnic identities both highly central to their self-concept (as identified at pre-testing) reported significantly lower post-task self-esteem than their non-threatened counterparts. Conversely, threatened participants with non-central gender and ethnic identities actually reported higher post-task self-esteem than their non-threatened counterparts. The implications of these results for models of self-esteem maintenance will be discussed.

F48
THE POSSIBLE IMPLICATION OF ALCOHOL ON STEREOTYPE-CONSISTENT CATEGORIZATION MISTAKES *Seth E. Carter, Bruce D. Bartholow; University of North Carolina, Chapel Hill* — Research suggests that people make implicit stereotypic categorizations based on race. Further, findings indicate that these categorizations can lead to errors in decision-making about others. It is also well known that alcohol makes many social responses more extreme, perhaps by impairing the ability to inhibit certain behavioral responses. As such alcohol might lead to more stereotype-consistent categorization mistakes when making speeded decisions about others who vary by race. The present study examined this idea, while attempting to replicate the notion that stereotype-inconsistent trait pairings take longer to process. To this end, 24 men and women (aged 21-30 years) were randomly assigned to either an active placebo condition (0.04 g/kg ethanol) or a high dose condition (0.80 g/kg ethanol), then viewed stimuli consisting of 768 trials of picture-word pairs. The picture set was comprised of 4 Black faces, 4 White faces, and 4 control pictures (houses). The word set included stereotypical descriptor words about Blacks and Whites, and descriptors of houses. The participants were asked to indicate whether the word that followed the picture could ever describe that picture. Reaction time data was recorded for each trial. Alcohol did not significantly affect reaction time with respect to stereotypic categorizations. However, consistent with prior research, reaction times were longer in response to stereotype-inconsistent picture-word pairings, $F(2,23)=52.35$, $p=.000$, indicating possible correction for stereotypic pairings.

F49
SELF-ESTEEM AS AN ATTRACTOR OF SELF-REFLECTIONS' STREAM *Krzysztof Krejtz; University of Warsaw* — Dynamical social psychology gives theoretical tools to describe cognitive structures in terms of complex system theorem. That allowed developing hypothesis of global self-esteem as an evaluative attractor of self-reflections' stream. That indicates stabilization of self-reflections on thinking coherent with global self-esteem and dependence of self-evaluations' stabilization on compartmentalization of self-knowledge. First study focuses on influence of evaluative priming of self on patterns of moment-to-moment self reflections' variability. Hypothesis indicates that mixed valence priming destabilize the self what cause tension on the system to stabilize due to its global self-esteem. Specially trained judges indicated moment-to-moment evaluations while listening to recorded participants' self-reflections, by moving a mouse cursor toward and backward target circle on computer screen. Findings show that mixed valence priming condition (comparing to single valence priming and control group) cause both stabilization and polarization of evaluations due to participants' self-esteem. Second study examines relations between self-evaluations' dynamics and structure of self-knowledge. We expected more compartmentalized self-

structure to produce lower self dynamics. Using mouse paradigm participants evaluated their own, lasting five minutes, self-reflections. Findings confirm expectations: compartmentalization of self-structure performs longer time-in-rest during momentary evaluations. Furthermore, positive self-evaluations as well as high self-esteem produce lower dynamics indicating to being produced by coherent structure. Referring findings confirm main hypotheses showing relations between self-structure, dynamics of momentary self-evaluations and global self-esteem. Furthermore, they not only identify attractors of the self system as the most coherent self aspects but also show differences of attractors' shapes and its influence on global self-stability and certainty.

F50
STIGMA MANAGEMENT AND WELL-BEING: THE ROLE OF SOCIAL SUPPORT, COGNITIVE PROCESSING, INHIBITION, AND MANAGEMENT MOTIVES *Kristin P. Beals, Letitia Anne Peplau, Shelly L. Gable; University of California, Los Angeles* — Millions of individuals live with concealable, stigmatized identities, yet little is known about the mental and physical health consequences these people face as they decide if, how much, and to whom they should disclose information about their identity. The association between disclosure and well-being has been elusive. We propose that the relationship between disclosure and well-being cannot be understood without taking into consideration four key factors: social support, cognitive processing, inhibition, and approach and avoidance management motives. For this study, 102 gay men and lesbians were recruited to participate in a two-week diary study. Specifically, participants completed a diary each time that they perceived an opportunity to disclose their sexual orientation and a separate diary each evening. Data from the diaries provided repeated measurements of on-going experiences during the actual process of stigma management. We hypothesized that: 1) Participants who report increases in the perception of available social support as a result of stigma management decisions on a given day also will report greater daily subjective well-being on that day. 2) Participants who report greater cognitive processing of their stigma on a given day also will report greater well-being on that day. 3) Participants who report greater inhibition of identity thoughts and feelings will report poorer daily well-being. 4) Participants who report a greater number of avoidance reasons for disclosure decisions relative to approach reasons will report poorer subjective well-being. Findings using Hierarchical Linear Modeling (HLM) will be presented to understand how disclosure decisions impact well-being.

F51
MARKS OF MISBEHAVIOR: PREDICTORS AND BEHAVIORAL CONSEQUENCES OF APPEARANCE ANOMALIES *Craig Nathanson, Kevin Williams, Delroy Paulhus; University of British Columbia* — We examined the predictors and behavioral consequences of so-called "appearance anomalies" (e.g. tattoos, body piercings, dark clothing). 514 undergraduates provided self-report information involving appearance anomalies, Big Five, the "dark triad" (narcissism, psychopathy, machiavellianism), entertainment preferences (musical and movie tastes, internet activities, etc.), high school peer group affiliations (athletes, student council, honor students, etc.), and delinquency. Regression analyses revealed that dark personalities and openness predicted appearance anomalies. This finding suggests that though there may be artistic motivations for obtaining appearance anomalies, they may also serve to alienate oneself from others. Path analyses revealed that appearance anomalies could not account for delinquency, nor could entertainment preferences or high school peer group affiliations. That is, the most important contributor to delinquency was psychopathy and not behavioral or sociological factors. The widespread belief that delinquency is somehow linked to appearance anomalies, entertainment preferences, or high school peer group affiliations was not supported. Overall, psychopathy is a strong contributor to both delinquency and appearance anomalies, though openness also plays an important role in the latter. It is likely

that the correlations between appearance anomalies and delinquency reported in previous studies are spurious.

F52
THE CONGRUENCE OF PERSONALITY PSYCHOLOGY AND RELIGION: COMPARING THE BIG FIVE AND EASTERN TYPOLOGIES *Jason A. Hopkins; University of Colorado, Boulder* — McCrae (1999) encourages personality psychologists to "consider the inclusion of religious variables in their research design." So doing adds to the study of personality by developing a more comprehensive study of the person as a whole and by making personality research and it's applications relevant to a broader population. This paper examined the relationship of the Big Five personality factors with constructs derived from ancient East Indian (Vedic) scriptures. Vedic theories state that personality is defined by the influence of three subtle energies, the gunas: sattva (goodness), rajas (passion), and tamas (ignorance). Sattva promotes health, determination, peacefulness and enlightenment. Rajas breeds productivity, insatiable desires, frustration and selfishness. Tamas nourishes depression, illusion and slothfulness. Different personality types are classified according the guna most consistently and prominently affecting a person. One hundred fifty-one participants were recruited from undergraduate psychology classes. The gunas were measured using the Vedic Personality Inventory (Wolf, 1999). The Big Five were measured using the NEO-PI-R (Costa & McCrae, 1992). The relationship between the two sets of variables was analyzed using canonical correlation analysis. All three canonical correlates were significant. The first and strongest correlate (R1=.84) suggests that a person high in Neuroticism and low in Openness, Agreeableness and Conscientiousness will also score high in tamas and low in sattva. Canonical redundancy analysis suggests that 32% of the variance in the Big Five variables is explained by the Vedic variables and that 51% of the variance in the Vedic variables is explained by the Big Five.

F53
HORMONAL CHANGES AND COUPLE BONDING IN CONSENSUAL SADOMASOCHISTIC ACTIVITY *Brad J. Sagarin[1], Bert Cutler[2], Nadine Cutler[3]; [1]Northern Illinois University, [2]The Institute for Advanced Study of Human Sexuality, [3]Tempe, AZ* — The present study examined the effects of sadomasochistic activities using salivary assays of cortisol, a stress indicator, and testosterone. Thirteen experienced SM practitioners at an SM party completed two questionnaires (before and after their "scenes") and provided saliva samples at baseline, 10 minute pre-scene, and 20 and 40 minutes post-scene. Between baseline and 10 minutes pre-scene, bottoms (i.e., the people who were bound, whipped, etc.) showed anticipatory drops in testosterone and tops (i.e., the people who provided the stimuli to the bottoms) showed anticipatory rises, $F(1,3) = 5.20$, $p = .11$. Between baseline and 20 minutes post-scene (representing hormone levels during the scene, given the 20 minute delay between a stimulus and the corresponding salivary hormonal changes), cortisol rose significantly for bottoms, $F(1,12) = 6.85$, $p = .022$, but only slightly for tops, $F(1, 12) = .05$, $p = .834$. Self-reported scene quality moderated post-scene effects. Bottoms and tops whose scenes went well showed reductions in cortisol and testosterone from 20 to 40 minutes after the scene, whereas those whose scenes went poorly showed increases, $F(1,6) = 6.66$, $p = .04$ and $F(1,6) = 15.01$, $p = .008$, respectively. Similarly, participants whose scenes went well reported increases in relationship closeness pre- to post-scene, whereas participants whose scenes went poorly reported decreases $F(1,8) = 8.33$, $p = .02$. Results align with the benefits and risks of SM activities discussed by SM community writers (Baldwin, 1993; Mains, 1984).

F54
DIFFERENTIAL EMOTIONS IN PREJUDICE *Edith Rickett, John T. Cacioppo; University of Chicago* — Prejudice has been conceptualized as having an affective and a cognitive component. Although initially explored from an emotional context, over the past decade, there has been a shift to understanding prejudice from a cognitive perspective. Research has run the gamut of developing methods for measuring prejudice at various levels of cognition to understanding how different levels of cognitive control affect prejudicial behavior. Subsequently, while understanding of the cognitive element of prejudice has substantially increased, the underlying assumption of most prejudice research is that negative affect underlies prejudice and that it is the intensity of the negative affect rather than the discrete quality that is important to behavior. To determine whether different ethnicities were associated with different profiles of emotion, 100 adults on the Chicago lakeshore rated their feelings toward nine ethnic groups (African-Americans, Arabic-Americans, Asian-Americans, Caucasians, Hispanic-Americans, Irish-Americans, Italian-Americans, Jewish-Americans, and Native-Americans) on the abbreviated differential emotions scale. Results confirmed that the emotional profiles differed as a function of ethnicity. African Americans were rated especially highly on threat and fear and Native Americans on sad, compared to Caucasians and related ethnicities (Irish American, Italian American, Jewish American), whereas Arabic Americans were rated more negatively and less positively on all emotions. The uniquely diffuse nature of the emotions elicited by Arabic Americans may reflect the recent trauma and continued threat of terrorist attacks by individuals of Arabic ethnicity or the absence of strong political and social pressure to be unprejudiced toward Arabic Americans.

F55
EFFECT OF ACCOUNTABILITY ON THE PERCEPTION OF ONGOING BEHAVIOR *Paul E. Weiland, G. Daniel Lassiter, Meagan Lyle; Ohio University* — People tend to see a behavior sequence in more specific detail (i.e., finer units) when they are in situations that create a desire or need for information. The current study examined the effect of accountability on how observers segment another person's ongoing behavior into discrete meaningful actions (Newtson, 1973). Participants were told they would watch a 5-min video and subsequently provide their impressions of the person in the video. Participants in the high accountability condition were additionally informed that they would have to explain and justify the impressions they formed at the conclusion of the experiment. Participants in the low accountability condition were instead told that their responses would be confidential and anonymous. While viewing the behavior sequence, participants pressed a button whenever they judged a meaningful action occurred in the video. A computer recorded the number of actions identified as well as their specific location in the sequence. Results showed that conditions of high accountability caused participants to segment the observed behavior into finer units (i.e., more meaningful actions), thereby increasing potential information gain. Additional analyses indicated that level of accountability did not influence the location of actions that were identified as meaningful. Together these results suggest that the objective of high-accountability observers is to extract a more detailed sample of information from ongoing behavior, but not one that is fundamentally different in content from low-accountability observers.

F56
DEPRESSION AND HEALTH AMONG PATIENTS IN CARDIAC REHABILITATION *Kymberley Bennett[1], Marta Elliott[2];[1]Vanderbilt University, [2]University of Nevada, Reno* — The relation between depression and cardiovascular disease is well-established. Depression is common after a cardiac event, or manifests during the months following an event. Depression also increases risk for additional cardiac events and mortality. Little is known, however, of the effect of depression on patients in cardiac rehabilitation programs (CRPs). This study examined depression and health among CRP patients. Seventy-eight patients (71.40% male, mean age = 61.92 years) completed questionnaires at the beginning (Time 1), and upon completion (Time 2), of their CRPs. Depression was measured with 10 items from the CES-D, and participants subjectively rated their overall and cardiac health. Objective health indicators collected

from patients' medical files were body mass index and metabolic equivalence levels (METs; amount of energy capable of being expended during daily activities). Results showed that baseline depression was related to appraising overall and cardiac health poorly at Time 1, and was related to poor overall health appraisals at Time 2. It was unrelated to the objective medical outcomes, however. We then divided the sample into one group whose depression decreased (i.e., improved) and one group whose depression increased (i.e., worsened) over the course of rehabilitation. The group whose depression worsened made significant improvement from Time 1 to Time 2 in only METs, whereas the group whose depression decreased made improvements in all four health outcomes. Results suggest that it may be as important for CRPs to monitor changes in depression over the course of cardiac rehabilitation as it is to assess baseline depression.

F57

RACE OF TEST ADMINISTRATOR AND INTELLECTUAL TEST PERFORMANCE: THE ROLE OF TEST CHARACTERIZATION *Henry A. Danso[1,2], Jennifer Crocker[1], James S. Jackson[1], Daryl Wout[1]; [1]University of Michigan, [2]University of Waterloo* – It has been suggested that threat to Whites' perceived group dominance in the intellectual domain can enhance their performance on a relevant test. We present research indicating that this is especially likely to occur when the test in question can be regarded as a measure of intelligence. An ability test, described as diagnostic or non-diagnostic of cognitive ability, was administered by a White or a Black Experimenter to 103 White undergraduate students. The moderating role of participant's social dominance orientation was also assessed. Results indicated that participants who were tested by a Black experimenter outperformed those who were tested by a White experimenter. Also, consistent with our group competition and need for dominance hypothesis (see Danso & Esses, 2001), in the Black experimenter condition, participants performed better when the test was described as diagnostic than when it was described as non-diagnostic of intellectual ability. This pattern was somewhat reversed in the White experimenter condition. In addition, an interaction between participants' social dominance orientation and test characterization indicated that higher social dominance orientation was associated with better test performance in the diagnostic condition, but poorer performance in the non-diagnostic condition. A plot of this interaction was clearer in the Black experimenter condition than it was in the White experimenter condition, though we did not obtain the predicted three-way interaction. In general, these findings provide further support for our group competition and need for dominance explanation for the race of experimenter effect.

F58

PERCEIVED RISK AND ANGER ABOUT TERROR, AS A FUNCTION OF DISTANCE FROM THE WORLD TRADE CENTER AND FROM THE PENTAGON *Baruch Fischhoff, Roxana Gonzalez, Jennifer Lerner, Deborah Small; Carnegie Mellon University* – There is a natural gradient of sympathy with loss, beginning with immediate relatives, extending to friends and kin, then to others with shared features. The gradient for risk is less clear. In a nationally representative sample of Americans (N = 973, ages 13-88), matching Census figures on all major demographic benchmarks, participants completed experimentally-embedded surveys via web-TVs in their own homes where a computer algorithm randomly assigned participants to an emotion-priming condition of anger, fear, or sadness (Lerner, Gonzalez, Small, & Fischhoff, in press). One of the dependent measures evaluated participant's assessment of eight risky events and precautionary actions occurring within the next 12 months, first for Self and then for the Average American on a 0 (the event is impossible) to 100% scale (the event is certain to happen). To determine whether individuals close to the attacks saw a greater risk of future attacks than individuals farther away, we performed a geographic information systems analysis of the participant's distance from the World Trade Center and from the Pentagon by coding the locations as the longi-
tude and latitude for the center of the zip code area. Results showed that the farther participants lived from the World Trade Center and from the Pentagon, the lower their estimates of risk to Self, but not to the Average American. Distance also affected the participant's respective induced emotion where the farther away from the World Trade Center and from the Pentagon the lower the amount of anger experienced, but not fear or sadness.

F59

SETTING THE STORY STRAIGHT: RECONCILING PERCEPTIONS OF CONFLICT *Sarah Nelson; University of Oregon* – People construct stories about what goes on around them and their role in those events all of the time. The causal inferences people make are affected by their experiences and belief s, and in turn, affect their judgments and actions. These inferences, which are rarely deliberate, often go unchallenged and most often involve trivial events. But when a negative event occurs, different parties' stories come to the forefront and often conflict. While there is a base of research documenting the differing perceptions parties have of transgressions and conflict, very few studies have examined what happens when these parties and their perceptions are brought face to face. Studies that do investigate people's understanding of others' perspectives most often investigate accuracy of perspective-taking, rather than its use as a tool for conflict resolution. The current study involved audio-taping actual discussions of conflict -- methodology rarely found in the literature -- to investigate the processes dyads use to address and potentially resolve dispute. Roommates separately wrote down a conflict they were having, and were then instructed to discuss each conflict with each other. Their perceptions of their own and their roommate's behavior during the conflict were measured before and after the discussion. It was hypothesized that the discrepancy between participants' perceptions of an incident would be decreased through mutual perspective-taking, and that such reduction would lead to resolution of the conflict and satisfaction with the discussion.

F60

THE HIDDEN EFFECTS OF EARLY EXPERIENCES: THE ORIGINS AND STABILITY OF IMPLICIT SELF-ESTEEM *Tracy DeHart[1], Brett W. Pelham[2]; [1]Colgate University, [2]State University of New York, Buffalo* – People possess both explicit (conscious) and implicit (unconscious) beliefs about the self. Like people's explicit self-esteem, we believe that people's implicit self-esteem has both trait (chronic) and state (temporary) levels. The goal of this research is to determine (1) what are the predictors of people's trait implicit self-esteem and (2) what predicts day to day variation in people's state implicit self-esteem? A diary methodology was used in which children and their mothers were asked to fill out several childhood experiences measures. Then, twice a week for 3 weeks the children reported their daily implicit self-esteem and the events that occurred in their lives. We found that children's level of trait implicit self-esteem was higher when they reported that their mothers were more nurturing compared with children who reported that their mothers were less nurturing. In addition, children who reported that their mothers were overprotective had lower trait implicit self-esteem compared with children who reported that their mothers were less overprotective. Moreover, we found the exact same pattern of results when we looked at the mothers report of their own parenting. Finally, we found that children's self-concept clarity moderated the relation between their state implicit self-esteem and negative events. More specifically, we found that the slope between negative events and state implicit self-esteem was higher for people with high self-concept clarity compared with people with low self-concept clarity. We argue that early life experiences and the chronic vulnerabilities associated with these experiences are related to people's trait and state implicit self-esteem.

F61

THE EFFECTS OF EGO DEPLETION ON RESPONSES TO SOCIAL ACCEPTANCE AND REJECTION *Rachel Winkel, Nancy Collins; University of California, Santa Barbara* — Interpersonal rejection is an unavoidable aspect of social life, but the impact of rejection on well-being may depend in part on one's cognitive resources for coping with the rejection experience. This study examined the effects of ego depletion on cognitive and emotional responses to social rejection and acceptance. First, participants engaged in a self-regulation task (or a control task) that was designed to decrease their self-control strength. Immediately thereafter, participants received false feedback regarding their acceptance or rejection in a laboratory group. Results revealed that ego-depletion moderated the effects of rejection on emotions and attributions. Overall, expenditure of self-control immediately prior to rejection resulted in more benign (less negative) responses to rejection than did rejection preceded by no expenditure of self-control. Specifically, participants who engaged in a self-regulation task prior to being rejected (the "ego depleted" participants) felt less excluded after rejection than their counterparts who did not engage in an initial self-regulation task. Furthermore, ego depleted participants who were rejected were more likely to attribute their evaluation to a benign cause. For example, they were more likely to believe that the other participants rejected them simply because the others did not have enough information about them. Overall, these results suggest that rejection may be a less painful experience when one's self-control resources are depleted, perhaps because participants are less likely (or able) to ruminate about the rejection experience. Another possible explanation is that ego-depletion causes individuals to rely on automatic (vs. controlled) processes, which may tend to be self-protective.

F62

PERCEIVED OFFENDER DANGEROUSNESS: THE ROLE OF OFFENDER MOTIVATION AND OBSERVER JUSTICE CONCERNS *Mitchell J. Callan, John H. Ellard; University of Calgary* — Research (e.g., Sanderson et al., 2000) has found that crime severity and perceived recidivism affect dispositional inferences of offender dangerousness, which leads to more perceived culpability. Drawing upon recent research on the psychology of demonizing (Ellard et al., 2002), the present study examined the extent to which the presence of evilness cues, justice outcome, and just world beliefs impact inferences of offender dangerousness and perceptions of a victim's character. Ninety-four females read a kidnapping case in which a male kidnapper was depicted as being motivated by a delight in cruelty or money. Justice outcome was varied such that the victim received monetary compensation for her suffering or not. The results indicate that when the kidnapper was sadistically motivated, high just world believers perceived the kidnapper and victim in morally polarized terms: when perceived victim compensation was high, high just world believers rated the victim positively and the kidnapper as more dangerous. Conversely, when perceived victim compensation was low, high just world believers derogated the victim and viewed the kidnapper as less dangerous. Participants also recommended more severe punishment for the sadistically motivated kidnapper, and this effect was mediated by perceived dangerousness. The results are discussed in terms of just world theory (Lerner, 1980) and Ellard et al.'s (2002) moral polarization hypothesis.

F63

THE COGNITIVE AND AFFECTIVE COMPONENTS OF GROUP IDENTIFICATION: ARE THEY DIFFERENTIALLY RELATED TO PERCEPTIONS OF DISCRIMINATION? *Collette P. Eccleston, Brenda Major; University of California, Santa Barbara* — This study tests whether the cognitive and affective components of group identification have different relationships with perceptions of discrimination. On the one hand, when groups are central to individuals' self-concepts, they are more likely to interpret events in terms of group level factors. On the other hand, individuals who feel positively about their groups expect positive things with regard to the group. Therefore, we hypothesized that the cognitive component of group identification, the centrality of the group to the self-concept, will be positively associated with perceiving discrimination. However, the affective component of group identification, individuals' feelings about the group, will be negatively associated with perceiving discrimination. Women completed questionnaires assessing perceived discrimination and group identification. The construct perceived discrimination included the extent to which participants perceived discrimination in ambiguous events and reported that they and their gender group were victims of discrimination. The cognitive component of group identification was assessed using the importance subscale, and the affective component using the private regard subscale, of the Collective Self-Esteem Scale (Luhtanen & Crocker, 1992). Using Structural Equation Modeling techniques, we found support for our hypotheses. Although these two components of group identification were significantly positively related to each other, the cognitive component was positively related to perceptions of discrimination, while the affective component was negatively related. This study demonstrates the complex nature of group identification and highlights the need to make a distinction between the components of group identification.

F64

WRITING AS AN IMPLICIT AND EXPLICIT ROUTE TO UNDERSTANDING IDENTITY THREAT EXPERIENCES *Carla Groom[1,2]; [1]University of Texas, Austin, [2]Northwestern University* — Previous research suggests Westernized adolescents from racial minorities have trouble achieving a stable sense of self because they do not fit easily into either minority or majority communities. Less clear are the implications of this ambiguity for well-being, especially during the social turmoil of beginning college. Do identity struggles make college adjustment more difficult for Westernized minority students, even compared to less Westernized students who face "culture shock"? A previous study using questionnaires found Westernized students did experience the greatest difficulties. The present study supplemented traditional self-report measures with analysis of linguistic style. Word choice patterns have been found to correspond to other individual differences (e.g., sex, age). 32 minority undergraduates from Westernized homes wrote for 15 minutes either about how ethnicity had affected their campus experiences, or about a control topic. 27 students from less Westernized homes also completed one of these two tasks. All then completed questionnaires. A text analysis program calculated the proportions of different types of emotion words in each essay. Westernized students used the lowest proportion of positive feeling words (e.g., happy, love), even when writing control essays. These results fit with previous work. In contrast, the questionnaire data replicated previous findings less well. A supplemental, qualitative analysis of students' narratives revealed diverse ethnicity-related concerns. This study suggests that acculturation influences well-being, even at an implicit level. It also suggests linguistic style may be an implicit marker for individual differences that is more reliable than questionnaires, and is a quantitative option for analyzing qualitative text.

F65

IMPLICIT INGROUP AFFILIATION PREDICTS IMPLICIT OUTGROUP BIAS *Kristin Lane, Mahzarin Banaji; Harvard University* — Participants completed measures of implicit attitude toward and identity with their school (Yale University) and country (United States), as well as measures of implicit and explicit beliefs about and attitudes toward Arab-Americans. They also indicated support for public policies related to the "war on terrorism." Two primary findings emerged. First, high implicit ingroup identity and positive attitude toward school and country predicted implicit anti-Arab-Americans attitudes and stereotypes. To show discriminant validity, implicit attitudes toward a control attitude object (flowers) were unrelated to attitudes and stereotypes of Arab-Americans. Although contemporary theories argue that ingroup liking does not necessitate dislike of outgroups, these results suggest that a

stronger tendency to implicitly affiliate with one's groups (e.g., school and nation) can predict implicit bias toward seemingly unrelated social groups (e.g., ethnic/racial). Second, although the measures of implicit bias and affiliation were related to one another, only the measures tapping attitude and beliefs about Arab-Americans were related to support for policies of racial profiling of Arab-Americans and American military action in Afghanistan.

F66

SOCIAL STATUS, SELF-EVALUATION AND HEALTH *Tara L. Gruenewald[1], Margaret E. Kemeny[2]; [1]University of California, Los Angeles, [2]University of California, San Francisco* — Can individuals' self-perceptions of their social status affect their health? Recent research documents that individuals' subjective perceptions of their social status within specific groups (e.g., the community, school) predict mental and physical health outcomes. A long history of epidemiological research has shown that objective indicators of social status, such as income and education, predict health outcomes, but only recently have investigators turned their attention towards understanding the link between subjective ratings of status and health. If subjective perceptions of status affect health, how do they do so? Our Social-Self Preservation Theory (Kemeny, Gruenewald & Dickerson, 2002) argues that perceptions of social status affect self-evaluation, with self-perceptions of low social status leading to negative self-evaluative states (i.e., greater shame, lower self-esteem). We hypothesize that these negative self-evaluative states in turn place individuals at risk for adverse health outcomes. The current investigation tests these hypotheses by studying the relationships between social status level on college dorm floors, self-evaluative states, depression, anxiety, and infectious illness incidence over a two-month period. Self-perceptions of social status within the dorm floor, as well as social status determined by the ratings of others on the floor were assessed in an effort to better understand the interplay between subjective and more objective, other-nominated social status and their associations with self-evaluation, and health. Results testing our hypotheses that social status level will be associated with self-evaluative states, and that self-evaluation is the pathway through which social status is associated with indicators of mental and physical health will be presented.

F67

SADNESS AND SOCIAL JUDGMENTS: A META-ANALYTIC REVIEW *Doug Stenstrom[1], Carrie Canales[1], Jared Kenworthy[2], Norman Miller[1]; [1]University of Southern California, [2]Oxford University* — A meta-analytic review of the published research on sadness and social judgments showed that the mood congruency hypothesis is best supported in this literature. Ten continuous variables and four discrete variables were examined to determine if they moderated the mood congruency effect. Of these, two continuous (length of target description and degree of self-involvement in the mood induction) and two discrete (valence of the dependent measure and stereotype expectation of response measure) variables were found to moderate the effect.

F68

IMPOSTORS' MEMORIES OF POSITIVE, NEGATIVE AND TRANSFORMATIVE EVENTS *Julie Norem, Diem Do; Wellesley College* — A longitudinal study of adjustment to college investigated memory for college experiences among female students who also completed an extensive battery of personality measures during their first week on campus. Impostors—those who feel their successes are undeserved and fear that others will discover their incompetence—reported more fears than non-impostors, and also remembered their earlier fears better when asked about them several months later. When recalling social and academic diappointments, obstacles and successes, impostors were especially likely to report dissatisfaction with their relationships with both professors and peers, as opposed to particular performances or events. Among participants reporting events that were personally transformative (even if initially negative), however, impostors were especially

likely to show subsequent improvement in social relationships. These results are discussed in terms of their implications for breaking or maintaining the impostors' cycle of high achievement-relief-discounting of success-doubt about future performance-fear of discovery.

F69

SOCIAL POWER AND RESPONSIBLE BEHAVIOR: THE ROLE OF GENDER AND INDEPENDENCE AND INTERDEPENDENCE CONCERNS *Serena Chen, Carrie Langner; University of California, Berkeley* — Research suggests that whether power leads to socially-responsible behavior depends on moderators such as self-construal and gender. The current study examined the joint role of gender and the nature of the socially-responsible behavior as moderators of power's effects. Positions of power are conceived as situations in which both independence and interdependence concerns are especially salient; independence concerns derive from the uniqueness associated with power, whereas interdependence concerns derive from the social bond implied by having power over others. Given gender differences in self-construal (e.g., Cross & Madson, 1997), it was hypothesized that men and women may be differentially focused on power's independent and interdependent aspects. Because independence is generally more emphasized among men, men in power may be less concerned with independence and more with maintaining the interdependence aspect of power. In contrast, women in power may be more focused on independence, and less on interdependence because the latter is a more chronic concern. Participants read vignettes about a work dilemma requiring them to choose between benefiting themselves or their work group from either a position of power or equality. The group-oriented behavior was manipulated so that it either allowed one to feel unique or not. A significant Power x Behavior x Gender interaction on intention to do the group-oriented behavior indicated that power elicited more responsible behavior among women when it fit independence concerns (i.e., was unique), but among men when the behavior was non-unique. This work highlights conditions under which power will lead to responsible behavior.

F70

RELATIVE HEMISPHERIC ACTIVATION CAN PREDICT PERSUASIBILITY *Ilan Shrira, Leonard Martin; University of Georgia, Athens* — According to Martin and Shrira (2002) it is possible to understand a variety of social psychological phenomena by relating them to the properties of the left and right cerebral hemispheres. In the present study, we related hemisphere differences to anticipatory attitude change. Participants expected to discuss a topic of either high or low personal importance with another person whose view would be opposite of their own (Cialdini, Levy, Herman, Kozlowski, & Petty, 1976). Left hemisphere activation has been previously associated with close-mindedness and decreased persuasibility, whereas right hemisphere activation has been associated with open-mindedness and greater persuasibility. As predicted, people expecting to discuss a topic of low importance activated their right hemisphere, suggesting that they became relatively open-minded and that their attitudes on the topic were malleable. In contrast, people expecting to discuss a topic of high importance activated their left hemisphere, suggesting that they became close-minded and were preparing to defend their attitudes. Hemisphere activation was assessed with a line bisection task. The results provide further support for the hypothesis that the features of left and right hemisphere processing can give us insight into a variety of social psychological effects.

F71

A NATION CHALLENGED: SOCIAL IDENTITY'S ROLE IN SHAPING U.S. FOREIGN POLICY *Paul Davies, Claude Steele, Hazel Rose Markus; Stanford University* — In a series of three studies we examined Americans endorsement of "cultural hegemony" and "cultural reciprocity," both as a domestic policy and as a foreign policy on diversity. Cultural hegemony advocates a dominant culture's values, principles, and practices as a model for all other cultures to follow—promoting uni-

lateral interests with little respect for those of "peripheral" cultures. In stark contrast, cultural reciprocity promotes enrichment and diversification by establishing a healthy balance of give-and-take among cultures. Regarding diversity within America, Study1 revealed that white Americans preferred a domestic policy supporting cultural reciprocity. With respect to global diversity, however, these participants revealed a strong preference for cultural hegemony: "It's America's destiny to lead, and we will lead the world by example." Study 2 revealed that Americans belonging to racial minority groups also preferred cultural reciprocity as a domestic policy on diversity. Interesting, these minority participants also indicated a preference for cultural hegemony as a foreign policy on diversity. In Study 3, participants were exposed to either a threat to America or a boost to America, which were both conveyed by foreigners. Those participants exposed to the threat revealed the same pattern of results as participants in the two previous studies. Participants exposed to the boost, however, no longer revealed a preference for cultural hegemony regarding global diversity. Furthermore, the level of threat experienced by participants in Study 3 mediated their endorsement of cultural hegemony as a foreign policy.

F72
ABILITY TO CAUSE HARM IS KEY TO PUBLICLY EXPRESSED PREJUDICE. *April Horstman, Christian S. Crandall; University of Kansas, Lawrence* — What about a prejudice makes it acceptable to report publicly? This study sought to examine the factors underlying people's willingness to tolerate prejudice. Participants were 225 University of Kansas undergraduates enrolled in a general psychology course. They rated 105 groups taken from Crandall, Eshleman, and O'Brien (JPSP, 2002) on 24 dimensions (e.g.,harmful to others, controllable, rare etc.). They then rated the distance that they would feel comfortable with from such a group. A factor analysis reduced the 24 dimensions down to 3 factors: harm, behavioral control, and mundane aspects. In terms of rejection, harm accounted for 80% of the variance. Neither behavioral control nor mundane aspects accounted for more than 1 percent of the variance. The potential harm of others was seen as justifiable reason to be prejudiced against such individuals. These results suggest that people will distance themselves socially from and state publicly their prejudices of those who would cause harm to another.

F73
TRUE-SELF GOAL REPRESENTATIONS, SELF-REGULATION AND PSYCHOLOGICAL WELL-BEING *Brian Goldman, Michael Kernis; University of Georgia* — Past research has demonstrated that goal pursuit motivations have implications for psychological well-being. Specifically, the more self-determined one's goal pursuits, the greater their benefit to psychological well-being (Kernis et al., 2000; Ryan & Deci, 1985). We examined self-regulatory reasons for goal pursuits, and the extent to which people's goal pursuits represented their "true-self", as predictors of psychological well-being. We hypothesized that the more self-determined individuals' goal pursuits, and the more they reflected their true-self, the more positive would be their psychological well-being. The present investigation involved 112 undergraduate participants and consisted of 2 phases. In Phase 1, participants chose 8 goal strivings from a set of 53 achievement related goals (obtained from Andy Elliot). Participants then rated their reasons for pursuing each chosen goal, as well as the extent to which it reflected their true-self. In addition, participants completed a variety of psychological well-being indices, including Ryff's (1989) measure. Phase 2 (~4 weeks later) involved completing the same well-being measures. Replicating past findings, reasons reflecting self-determination predicted positive well-being. More important, true-self goal representations independently predicted positive well-being. For instance, the more individuals' goal pursuits reflected self-determination and were representative of their true-self, the greater their self-acceptance, positive relationships with others, and personal growth (although only true-self ratings predicted purpose in life). Additionally, true-self

goal representations and self-determined self-regulation also predicted positive changes in well-being from Phase 1 to Phase 2. The current findings suggest that true-self goal representations are an important link between goal pursuits and psychological well-being.

F74
MAPPING HOPE ONTO THE BIG FIVE *Randolph C. Arnau[1], David H. Rosen[2], Bradley A. Green[2]; [1]The University of Southern Mississippi, Hattiesburg, [2]Texas A&M University, College Station* — The construct of hope has been receiving increasing attention in psychology, and is often measured as a trait. The present study sought to further explicate the construct of hope as a trait by exploring how it maps onto the personality domains of the Big Five. Two measures of hope were employed: the Snyder Hope Scale which yields subscales of Agency and Pathways, and the Herth Hope Scale, which yields subscales of Agency, Optimism/Social-Spiritual Support, and Hopelessness. Participants were 529 undergraduates (54.1% female) who completed the SHS, HHS, and Goldberg's (1997) Big-Five Factor Markers developed from the International Personality Item Pool. Canonical correlation analysis indicated strong relationships between hope and the Big Five at the multivariate level, with the first three canonical functions explaining 53.1%, 19.5% and 16.2% of the variance, respectively. The first function indicated that higher hope in general was strongly related to all of the FFM domains, except for Conscientiousness. However, the second function indicated that when Agency and Pathways are high, but Optimism/Social-Spiritual Support are low, this was associated with higher Conscientiousness and Intellect, but lower Agreeableness and Emotional Stability. The third function indicated that when one is high on Agency, Pathways, and Optimism/Social-Spiritual Support, but also high on Hopelessness, this is associated with higher Agreeableness and Conscientiousness, but lower Emotional Stability. These results provided further evidence for the construct validity of scores from the SHS and HHS, and also served to better explicate the construct of hope as a personality trait.

F75
NEURAL CORRELATES OF PERSON PERCEPTION *Malia F. Mason, C. Neil Macrae, David Turk; Dartmouth College* — Person perception research has provided insight into when social categories are activated, what the typical consequences are, and the extent to which categorical thinking can be controlled. The neural substrates underlying categorization and individuation are less well understood. Face processing models suggest that information regarding gender, age and race of a face are derived from combinations of different featural and configurational properties. Identification and individuation require that the physiognomic invariants that specifically describe a face be recovered from the face's structural description. Given continuously changing face orientation, emotion, and lighting conditions this process is presumably more taxing. The purpose of the current study is to determine whether categorization and individuation are mediated by distinct neural structures. To determine the relative contribution of right and left cerebral hemispheres, subjects in study 1 performed both categorization (same or different gender?) and individuation (same or different person?) divided-visual-field tasks. Results suggest that (1) individuation is more effortful than categorization, (2) categorization is supported equally by right and left hemispheres, and (3) the left hemisphere is less adept at individuation. Study 2 used functional imaging to further investigate the hemispheric distribution of these processes. Activation patterns supported the findings of study 1.

F76
INTERGROUP AND INTRAGROUP HELPING BEHAVIOR: CONCEPTIONS OF COMMUNITY AMONG AIDS VOLUNTEERS *Walter Chang[1], Allen Omoto[1], Mark Snyder[2];[1]Claremont Graduate University, [2]University of Minnesota, Twin Cities* — This study examined collective identifications and empathy and their roles in predicting outcomes of volunteering. Specifically, we utilized questionnaire data from 116 cur-

rently active volunteers at an AIDS service organization (70 identified as homosexual, 41 as heterosexual). These volunteers completed multiple item measures of dispositional empathy, general community concern motivation for their volunteer work, gay community motivation, and the extent to which volunteering had influenced their lives (i.e., their feelings of compasion and community). As expected based on conceptual distinctions between intergroup and intragroup helping, gay community motivation was more strongly related to empathy (r1=.38 vs. r2=-.13) and general community concern (r1=.47 vs. r2=.27) for homosexual volunteers than heterosexual volunteers, z1 = 2.64, p < .05. The relationship between general community concern and empathy did not differ between homosexual and heteresexual volunteers, z2 = 1.18, ns. Furthermore, we used these measures to predict the aggregate measure of volunteer outcomes. For homosexual volunteers, the two community measures were independent and significant predictors whereas empathy did not add to the prediction equation, F[3,66] = 18.84, p < .01. For heterosexual volunteers, however, both empathy and general community concern predicted this outcome and the contribution of gay community motivation was nonsignificant, F[3,37] = 7.53, p < .01. These findings have implications for social identity theory and for understanding the role of empathy and group identifications in contributing to volunteering and volunteer outcomes. Specifically, they speak to the overlap among these constructs and to the connections between group based motivation and identifications in helping behavior.

F77
INTERDEPENDENT SELF-CONSTRUALS MODERATE THE BENEVOLENT USE OF POWER IN GROUP AND DYADIC DISPUTES *Elizabeth Seeley[1], Leigh Thompson[1,2], Wendi Gardner[1]; [1]Northwestern University, [2]Kellogg GSM* – The idea that power often leads to exploitation is pervasive in both psychological theory and public discourse. This work proposes that the impact of power upon motivation and behavior is moderated by the extent to which an individual's self-construal is relatively independent (individually focused) or interdependent (relationally focused) in nature, and by whether power is wielded by an individual or a group. The experiment compared a one-on-one dispute situation with a three-on-three dispute situation in which management students had either high or low-power, and were either primed with "interdependence" or "independence," which were predicted to activate either "relational concerns" or "selfish concerns." Results revealed (1) a replication of prior work on one-on-one interactions (Seeley, Thompson & Gardner, 2002), showing that the high-powered negotiator gave more generous settlements after interdependence priming; 2) a backlash effect in the group interaction, whereby high-power groups primed with interdependence offered less generous settlements than those primed with independence, and less generous settlements than one-on-one disputants with either prime; and 3) low-powered negotiators attributed greater generosity, more benevolent intentions, and less selfishness to the more generous high-powered opponents. Thus, interdependence priming appeared to alter the motives and behavior of the high-powered negotiators in both interactions. In dyads, interdependence priming appeared to increase identification with the opposing party and lead to more equitable distribution of resources and higher satisfaction with dispute outcomes. In groups, it appeared to increase identification with the ingroup only, resulting in less identification with and generosity toward the low-powered party.

F78
IMPULSIVITY AS A COMPLEX TRAIT RESULTING FROM THE INTERACTION OF STABILITY AND PLASTICITY, THE HIGHER-ORDER FACTORS OF THE BIG FIVE *Colin G. DeYoung, Jordan B. Peterson; University of Toronto* – Despite multiple attempts to integrate the trait of impulsivity into comprehensive models of personality, the manner in which it relates to other personality variables remains unclear. Eysenck originally classified impulsivity under Extraversion, but later moved it to his Psychoticism factor. Within the Five Factor Model (FFM), Costa and McCrae (1992) have located impulsivity under Neuroticism; however, their published norms reveal additional factor loadings of impulsivity on Extraversion, Agreeableness, and Conscientiousness. We offer a personality model for impulsivity that accounts for the diversity of previous models by positing that impulsivity is a complex trait that emerges from the interaction of basic traits, specifically the higher- order factors of the FFM, which DeYoung, Peterson, and Higgins (in press) have labelled Stability (Neuroticism reversed, Agreeableness, and Conscientiousness) and Plasticity (Extraversion and Openness). In two samples, we demonstrate that common questionnaire measures of impulsivity (the Impulsivity facet of Costa and McCrae's NEO PI-R [N = 245], and Cloninger's Novelty Seeking scale [N = 91]) are negatively related to Stability (NEO Imp: ß = -.65; Nov. Seek.: ß = -.47; both p < .001) and positively related to Plasticity (NEO Imp: ß = .23; Nov. Seek.: ß = .39; both p < .001). In relation to these findings, we argue that impulsivity consists of failure to constrain an impulse, which requires both a lack of constraint (associated with low Stability) and the presence of an active impulse (associated with high Plasticity). Biological substrates of these traits and processes are also considered in our model.

F79
SPATIAL CLUSTERING OF ATTITUDES TOWARD IMMIGRANTS: A TEST OF DYNAMIC SOCIAL IMPACT THEORY *Nicholas Schwab, Helen C. Harton, Mary E. Losch, Gene Lutz, Melvin E. Gonnerman, Jr.; University of Northern Iowa, Cedar Falls* – Dynamic social impact theory (DSIT; Latané, 1996) predicts that influence in spatially distributed groups will lead to four group-level phenomena: clustering (spatial self-organization), consolidation (a reduction in minority viewpoints over time), correlation (emergent linkages between issues), and continuing diversity. Although this theory has received considerable support in both face-to-face and computer-mediated communication networks, almost all of the data testing it has come from small, experimentally-created groups. In this study we tested the extent to which these phenomena also emerge in the "real world." A representative sample of 1204 Iowans from all 99 counties were interviewed via telephone about their attitudes toward state government and workforce issues. Respondents' attitudes on topics such as immigration, age discrimination, and multiculturalism in schools were more similar to those of people in neighboring counties than would be expected by chance, and this clustering was not explained by demographic factors such as urbanization, percent minority population, or percent Hispanic/Latino population. Issues that were more likely to be communicated to others tended to show greater clustering than less important or communicable ones. Attitudes on seemingly unrelated issues such as the effects of immigration on crime and whether the disabled can be productive workers were also correlated, as predicted. There were almost no issues that showed strong state-wide consensus. This study provides further evidence for dynamic social impact theory and illustrates how local communication can lead to spatially non-random groupings of clearly differentiated belief systems.

F80
WITHIN-MESSAGE ORDER EFFECTS IN PERSUASION *Jason K. Clark[1], Duane T. Wegener[1], Richard E. Petty[2]; [1]Purdue University, [2]Ohio State University* – Researchers have long been interested in how the ordering of information may affect recipient attitudes and impressions. Across the impression formation and persuasion literatures respectively, there has been reigning confusion concerning whether primacy or recency was most likely to occur and when. Recently, Petty, Tormala, Hawkins, and Wegener (2001) found that presenting opposing persuasive messages close in time brought about effects that mirror previous persuasion findings (e.g., Haugtvedt & Wegener, 1994; primacy under high levels of elaboration), whereas presenting the identical messages as a constant stream of information showed patterns previously found in impression formation research (e.g., Ahlering & Parker, 1989; primacy under low lev-

els of elaboration). Results using both pro and con information (as in Petty et al., 2001) also have implications for messages that contain only supportive information. The current research examines the effects of message ordering and personal relevance when a single message contains both compelling and specious arguments supportive of a particular point of view. Participants received a message of either a strong/weak or weak/strong order and were led to believe the information was of low or high personal relevance. As expected, in two studies, the only effect on attitudes was a significant Argument Order X Personal Relevance interaction (Study 1: F = 4.58, p < .035; Study 2: F = 4.24, p < .041). Consistent with the Petty et al. (2001) work using opposing information, primacy was associated with low levels of personal relevance, whereas recency was associated with high personal relevance.

F81
AGREEABLENESS AND THE HIGHER-ORDER PERSONALITY FACTOR PLASTICITY PREDICT VIOLENT ANTISOCIAL BEHAVIOR OVER AND ABOVE IQ, EXECUTIVE FUNCTION, AND FAMILIAL ADVERSITY *Jordan B. Peterson[1], Colin G. DeYoung[1], Jean R. Séguin[2], Richard E. Tremblay[2]; [1]University of Toronto, [2]Université de Montréal* – As part of an ongoing longitudinal study, 146 boys from the 53 poorest Montreal Catholic School districts completed measures of IQ, executive function (EF), and the Five Factor Model (FFM) of personality. Higher-order factor scores were calculated for the FFM by combining standardized Emotional Stability, Agreeableness, and Conscientiousness scores (Stability) and Extraversion and Openness scores (Plasticity) (DeYoung, Peterson, & Higgins, in press). Teacher ratings of violent antisocial behavior were available in seven years between the ages of 6 and 15 and were combined to form a single index of violent antisociality (VA). Familial adversity (FA) was assessed based on parents' age at the birth of the family's first child, number of years of parents' education, and parents' occupation; additionally, the family was categorized as intact, vs. disrupted by divorce, separation, or death. These four variables were combined into a single index of FA. Regressions were performed to determine whether personality would predict VA over and above IQ, EF and familial adversity, all of which have been associated with VA in past research. The best model (R-squared = .32) consisted of the following predictors (with ß weights; p < .05 for all): EF (-.33), IQ (-.22), FA (.21), Plasticity (.28), and Agreeableness (-.18). We interpret these findings in light of a psychobiological model of impulsivity and disinhibition and their relation to the FFM.

F82
A COMPARATIVE ANALYSIS OF THREE MEASURES OF SELF-STRUCTURE *Karen Stein, Colleen Corte, Daniel Feldman; University of Michigan* – Differences in structural properties of self-knowledge have been identified as a predictor of well-being. Although multiple, stable, separate self-schemas (SS) are believed to be an important determinant of mental health, the most commonly used indicator of these structural properties--the H statistic derived from Linville's self-complexity task--has been criticized for failing to tap both differentiation and integration of the structure (Rafaeli-Mor & Steinberg, 2002). Two studies investigated relationships between Linville's self-complexity measure (SC) and differentiation and interdependence of the self-structure measured with Zajonc's card-sorting task using Markus' descriptiveness and importance ratings. Campbell's Self-Concept Clarity (SCC) scale was also completed. College undergraduates (N=40) and a clinical sample of alcohol dependent (n=24), recovered (n=17) and control young adults (n=23) were used. SC was not correlated with the number of SS (rs=-.10, -.13), number of positive (rs=.22, -.12) or negative SS (rs=-.27, .01), or interdependence (rs=.28, -.10) in either study. The direction of the relationship between SCC and SC was opposite of predicted (rs=-.29,-.15). SCC was correlated with the number of positive (rs=.32, .26) and negative SS (rs=-.53, -.48), and although non-significant, was in the predicted direction for interdependence (rs=-.16, -.19). In both samples combined, the number of posi-

tive and negative SS and interdependence did not predict SC (F<1), but they did account for 36% of the variance in SCC (F(3,95)=17.42, p<.001). Zajonc's card-sort scores and SCC may be valid measures of differentiation and integration, but their lack of convergence with SC raises additional questions about the validity of the SC measure.

F83
FRIENDS VS. FOES: SIMILARITIES IN SELF-PERCEPTIONS *Helen C. Harton, Jerry Cullum; University of Northern Iowa* – Friendship similarities may indicate that friends influence each other on certain characteristics and/or that friends select each other based on those characteristics. While research has examined friendship similarities on psychopathological characteristics, deviancy, and demographics, few studies have examined similarities in perceptions of the self. In addition, most studies have not examined similarities among disliked peers. In this study, we examined friendship similarities on three aspects of self-perception and compared them to similarities between enemy and nonfriend dyads. Adolescents in the fifth through tenth grades completed the global self-worth, social acceptance, and physical appearance subscales of Harter's (1985) self-perception profile and identified their most and least liked peers. "Friends" mutually identified each other as one of six classmates that they liked the most. "Enemies" mutually identified each other as one of the three classmates they liked the least. "Nonfriends" did not identify each other as one of the classmates that they liked the most or that they liked the least. All pairings were made within gender and grade. Intraclass correlations revealed that friends were significantly similar (and more similar than nonfriends) on social acceptance, but they were not similar on global self-worth or satisfaction with physical appearance. Boys' social acceptance similarity was stronger than girls'. Enemies were significantly dissimilar on global self-worth and social acceptance. Nonfriends' correlations were close to zero for all measures. Implications for models of similarity-attraction, dissimilarity-repulsion, and social influence are discussed.

F84
THE IMPACT OF ETHNIC IDENTITY AND SCHOOL ENVIRONMENT UPON SELF-ESTEEM AND ACADEMIC ACHIEVEMENT FOR AFRICAN AMERICAN STUDENTS *Kameron Franklin[1], Sabine French[2]; [1]Johnson C. Smith University, [2]University of California, Riverside* – The majority of American colleges and universities are comprised of predominantly White middle-class students and faculty (Luetgert, 1977), thus it is likely that the social climate of the school may impact minority students. The purpose of this study is to examine the association between ethnic identity (the extent to which students identify with their ethnic group), the perception of the school environment, self-esteem, and academic achievement of African American students in non-African American academic settings. Students' ethnic identity may affect how they perceive their school environment. If students identify highly with a particular ethnic group, they may perceive the school environment with higher regard if the environment reflects some ideals of their ethnic group. It has been found that African American students tend to suffer identity problems on White campuses. These identity issues were associated with lower academic achievement (Jackson & Swan, 1991). Previous research asserts that academic achievement and self-esteem connect interchangeably (Shokraii-Rees, n.d.) Earlier work has also found that students with high levels of ethnic identity tend to also possess high levels of self-esteem (Saylor & Aries, 1999). Preliminary regression analyses with 47 African American students found that the more these students perceived that students in the school worked hard academically, the higher the GPA of the African American students. These analyses also found that involvement with members of other ethnic groups and friendly school climates leads to higher self-esteem. The results will be discussed in terms of the importance of school context on African American student success.

F85
AN INVERSE RELATIONSHIP BETWEEN CHOICE AND SATISFACTION WITH MUSIC. *Jamin Halberstad*[1], *Steven Lamb*[1], *Barry Schwartz*[2]; [1]*University of Otago*, [2]*Swarthmore College* — Modern life is characterized by choice. Satellite television, the Internet, and MP3 audio, for example, offer an unparalleled array of entertainment options. Both rational and heuristic choice theories, not to mention common sense, suggest that a proliferation of options should lead to an increase, or at least not a decrease, in choice satisfaction. The current study provides an empirical challenge to this suggestion. Participants briefly sampled from either six or thirty popular songs on the computer, prior to selecting one song to listen to in its entirety. Although they were more satisfied with their alternatives prior to sampling them, those who faced thirty options were less satisfied with their ultimate choice, compared to those who faced six options. Furthermore, number of alternatives interacted with individuals' tendency to maximize outcomes in choices generally. Although counterintuitive, the results are consistent with Schwartz's (2000) recent discussion of the "tyranny of freedom."

F86
CONSTRUING ACTION ABSTRACTLY AND BLURRING SOCIAL DISTINCTIONS: IMPLICATIONS FOR PERCEIVING HOMOGENEITY AMONG, BUT ALSO EMPATHIZING WITH AND HELPING, OTHERS *Antonio Freitas*[1], *Sheri Levy*[1], *Peter Salovey*[2]; [1]*State University of New York, Stony Brook*, [2]*Yale University* — Most people's actions serve goals that, defined abstractly enough, are quite similar to one another. We thus proposed that chronically construing action in abstract (vs. concrete) terms would relate to perceiving greater similarity among persons both within and across different social groups. Data from six studies supported this proposal. Participants representing action relatively abstractly (as assessed via Vallacher & Wegner's, 1989, Behavior Identification Form) perceived greater similarities than differences among members of different social groups (e.g., young versus old, women versus men) and among members of the same particular social group (e.g., homeless people; Studies 1 – 3). Because viewing similarity between oneself and diverse others facilitates adopting others' perspectives, we also predicted, and found, that, by fostering perspective taking, viewing action abstractly relates to empathizing with and expressing willingness to help non-stigmatized and stigmatized others (Studies 3-5) and to donating money to help those in need (Study 6). These findings held when controlling statistically for ideological, motivational, and broad personality variables. Abstract action construals, then, appear to blur social distinctions, fostering perspective-taking and empathy on the one hand but also perceptions of group homogeneity on the other.

F87
AN UNCOMFORTABLE APPOINTMENT: EXPLORING SELF-PRESENTATIONAL CONCERNS IN MEDICAL TESTING *Jodi Grace, James Shepperd; University of Florida* — Models of health behavior such as the Health Belief Model incorporate a host of variables (e.g., perceived susceptibility, severity, benefits and barriers) in predicting health-related decisions and behaviors. Nevertheless, these models often fail to explicitly incorporate impression management concerns as predictors. The present study examined the role of self-presentational concerns in the decision to seek medical testing. Female participants learned of a fictitious disease that was either stigmatizing (i.e., associated with multiple sexual partners, sexual intercourse at an early age) or not stigmatizing (i.e., associated with vitamin deficiencies, lack of sleep). After learning about a free test for the disease, participants discovered the procedure was either embarrassing (i.e., pelvic exam) or not embarrassing (i.e., blood sample). The primary DV was one of four options participants selected: (1) undergo the medical test immediately, (2) make an appointment for testing later in the week, (3) receive a contact number, or (4) decline testing. Participants were more likely to decline medical testing when the procedure was embarrassing than when it was not embarrass-

ing. The stigma of the disease had no effect on the decision to seek testing. Additional analyses revealed that participants displayed comparative optimism in their risk judgments for the disease, believing they were less likely than the average woman in the study to test positive. However, participants who chose to be tested immediately believed they were more at risk than did participants who declined testing. In short, the perceptions of risk covaried with the decision to seek medical testing.

F88
THE INTEGRATION OF GAZE DIRECTION AND FACIAL EXPRESSION IN THE PROCESSING OF FACIALLY COMMUNICATED EMOTION *Reginald Adams, Robert Kleck; Dartmouth College* — Previous research has sufficiently demonstrated that direction of gaze and facial expression are social cues of great importance to humans. Historically, both gaze and facial expression are believed to forecast the behavioral intent of the expresser. The interaction between gaze direction and facial expression, however, has been a neglected area of inquiry. Both gaze and emotion have been linked to approach and avoidance behavioral motivations (Argyle & Cook, 1976; Davidson, 1998). Direct gaze, anger and joy are approach oriented, whereas averted gaze, fear and sadness are avoidance oriented. We predicted that the congruence of these social signals would increase the perceived salience, thereby decreasing processing speed, of facially communicated emotion. Two reaction time studies tested this hypothesis. In each study, a total of 30 exemplar faces were presented on a computer screen in each of four treatment conditions, 2 (approach-/avoidance-oriented emotion) X 2 (direct/averted gaze). Study 1 investigated response latencies to anger and fear expressions, while Study 2 investigated response latencies to joy and sad expressions. Participants were instructed to indicate, via mouse click, which emotion they observed for each trial. In each study, the predicted significant two-way interaction emerged between type of emotion (approach versus avoidance) and type of gaze (direct versus averted). Thus, when facial expression and gaze direction matched in approach-avoidance signal value, the underlying facial affect communicated was processed more quickly. The current research supports a mechanism by which these facial cues meaningfully interact to form a unified social perception.

F89
THE EFFECT OF RACIAL DISCRIMINATION ON THE MENTAL HEALTH OF AFRICAN AMERICAN AND LATINO AMERICAN COLLEGE STUDENTS: THE MODERATING ROLE OF RACIAL SOCIALIZATION *Noe Chavez; University of California, Riverside* — The majority of empirical and theoretical work on racism has primarily focused on the experiences of African-Americans (Harrell, 2000). Thus, much less is known about the racism experiences of other ethnic non-dominant groups, including Latino- Americans. Landrine and Klonoff (1996) note that there is a limited empirical base examining the link between African-Americans' individual racial discrimination experiences and mental health. This study examines the possible link between racial discrimination experiences and mental health in African-American and Latino-American college students, with the aim to contribute to this limited research area, and to our understanding of the racism experiences of not only African-Americans but also Latino- Americans. This study assessed the racial discrimination experiences (educational discrimination, institutional discrimination, and peer discrimination) and mental health (anxiety, depression, positive affect, general psychological distress, and general psychological well-being) of 37 African-American and 65 Latino college students. Preliminary regression analyses show that the more educational discrimination that African-Americans and Latinos report experiencing, the higher their anxiety and psychological distress. For Latinos, peer discrimination experiences were negatively associated with psychological well-being and positive affect. Preliminary regression analyses also show that the more proactive racial socialization messages Latino students reported to have received at home, the greater their psy-

chological well-being and positive affect. Future analyses will incorporate racial socialization and will be discussed in terms of the moderating role that racial socialization has in the relationship between racial discrimination experiences and the mental health of African-American and Latino-American students.

F90
FACES OF FEAR: EXPRESSIVE BEHAVIORS AND RECALL
Simone Schnall; University of Virginia – Emotional expressions can causally influence affective feelings (Laird, 1974; Schnall & Laird, 2002) and affective information processing (Schnall & Clore, 2002). We previously found that producing the expressive behavior (i.e., facial expression and posture) of fear led to general vigilance toward emotional information (Schnall & Laird, 2002), relative to producing the expressive behaviors of happiness, or anger. The present research investigated the nature of a memory bias resulting from a fearful expression. Two possibilities exist: 1) Because fear leads to more rapid processing of emotional material, less time is spent rehearsing the information, and thus, emotional material is recalled poorly. 2) In contrast, because fear alerts a person to important features of the environment, emotionally relevant information is prioritized. Thus, emotional material is recalled well. 62 Participants adopted expressive behaviors associated with Fear, Happiness or Anger while working on a lexical decision task that required reading emotion sentences. On a surprise recall task, the Fear Expression Condition showed significantly higher recall of negative material than the Happiness Expression Group. In contrast, the Happiness Expression Group showed higher recall of positive material. No difference was found for the Anger Expression Condition. Overall, the latter of the proposed possibilities was supported: Whereas expressing fear resulted in enhanced vigilance toward any kind of emotional information at the attentional stage, only negative emotional material was reproduced at the recall stage. It is suggested that fear, and the expressive behavior of it, involves distinct cognitive operations not found in other negative emotions (Robinson, 1998).

F91
IMPLICIT LEARNING OF GROUP MEMBERSHIP *Kimberly Kahn[1], Seinenu M. Thein[1], Jack Glaser[1], Virginia S.Y. Kwan[2]; [1]University of California, Berkeley, [2]Princeton University* – We conducted an experiment to test people's capacity to learn implicitly biases toward social groups. Undergraduate students at UC Berkeley learned pairings between two categories: (a) ingroup versus outgroup membership (i.e., us vs. them) and (b) fictitious groups (i.e., Fasites vs. Fimites). Participants were exposed to a series of trials in which a word (e.g., us, we, our, them, they, their) was presented on a computer screen, was then quickly replaced with a name (e.g., Alfasa, Nefimos), which the participant had to categorize rapidly. Although the prime words were not presented below the participants' level of conscious awareness, participants were informed that they were doing a simple categorization task, and were unaware that they were being primed. Participants' ability to learn these associations was then evaluated using the IAT (Implicit Associations Test). Consistent with our hypothesis, IAT measures reveal that participants were more likely to have a negative bias toward the fictitious group, which they had learned to associate with outgroup membership, and were less likely to have a negative bias toward the fictitious group, which they had learned to associate with ingroup membership. Results of the experiment suggest that individuals can, without their own awareness, learn unconscious biases toward, and perhaps identification with, social groups.

F92
PREDICTORS OF SEXUAL PERPETRATIONS: MISPERCEPTIONS AND MORE *Christopher Saenz[1], Antonia Abbey[1], Philip O. Buck[1], Tina Zawacki[2], Pam McAuslan[3]; [1]Wayne State University, [2]University of Washington, [3]University of Michigan, Dearborn* – Previous studies have shown that there are several possible influences, or predictors, in assessing sexual assault perpetration. Several researchers have focused on the ability to discriminate between perpetrators and non-perpetrators based

on underlying attitudes and histories. Abbey and others (1999) discovered that hostility toward women, an acceptance of verbal pressure to obtain sex, and alcohol's enhancement of men's sexual drive were able to discriminate between these groups. Other studies have shown a preoccupation with sexual activity, as well a likelihood to accept violence in a relationship, as being able to predict attitudes supporting sexual assault behaviors (Lonsway & Fitzgerald, 1995; Burt, 1980). Recent research has further demonstrated that higher rates of reported misperception of a woman's behavior correlate with quantity of sexual assaults (Abbey, McAuslan, & Ross, 1998). It is predicted that misperceptions, acceptance of interpersonal violence and sexual preoccupation will predict number of perpetrations. 356 male participants from an urban university completed a survey which included scales regarding sexual history, gender, and sexual attitudes. Total number of sexual perpetrations (verbal and physical strategies) were examined using a hierarchical multiple regression. As expected, total number of misperceptions predicted total number of sexual perpetrations (r^2=.132, F=53.670, p<.001). A modified scale concerning acceptance of interpersonal violence predicted number of perpetrations beyond misperceptions (Step 2) ($r^2\Delta$= +.061, FΔ=26.726, p<.001). Finally, sexual preoccupation significantly predicted perpetration beyond the other two predictors (Step 3) ($r^2\Delta$= +.026, FΔ=11.694, p=.001). Inquiries regarding number of perpetrations will consider alcohol expectancies and past sexual and alcohol consumption.

F93
POLITICAL ORIENTATION AND THE NATURE OF PREJUDICE
Jerry Cullum[1], Helen C. Harton[1], Paul R. Nail[2]; [1]University of Northern Iowa, [2]Southwestern Oklahoma State University – Dovidio and Gaertner's (1998) integrated model of racism suggests that politically conservative European Americans tend to express racism differently than liberals, with conservatives demonstrating modern racism, and liberals, aversive racism. Nail, Harton, and Decker (in press) supported this model in a series of studies, finding that although liberals were more favorable toward African Americans on explicit measures, liberals showed greater physiological arousal than conservatives in the presence of an African American experimenter. Because liberals' hypothesized underlying discomfort conflicts with their egalitarian views, we expected them to show greater disparity between explicit and implicit measures of racism than conservatives. European American college students completed a Black-White implicit attitude test and measures of modern racism, motivation to control prejudice, and political orientation. Conservatives were higher in modern racism than moderates or liberals, but there was no difference in implicit attitude scores by political orientation. As expected, there was a greater discrepancy between liberals' explicit and implicit measures of racism than conservatives' or moderates'. Participants who were more politically conservative and lower in internal motivation to respond without prejudice reported more prejudice on the explicit measure, but modern racism, political orientation, and motivation were unrelated to the implicit measure of prejudice. This study provides further support for Dovidio and Gaertner's model and suggests that while both liberals and conservatives may have implicit negative biases against minorities, the motivations and outward expressions of these biases may differ.

F94
EXPLAINING POVERTY: DIMENSIONS OF SOCIETAL ATTRIBUTIONS AND RELATED COGNITIVE STYLES *Carrie Langner, Joe Walling, Lia Kraemer, Dacher Keltner; University of California, Berkeley* – Research has established that lay explanations for social issues include wider social and collective beliefs (Hewtsone, 1989). What accounts for individual differences in social issue explanations? Situational explanations may require more complex thinking than individualistic explanations as well as an openness toward considering multiple perspectives on an event. It was predicted that individuals high in attributional complexity and individuals who experience epiphanies are

more likely to use situational explanations for societal events. Participants completed several scales including, Attributional Complexity (Fletcher et al, 1986), the Big Five Inventory (John, Donahue, & Kentle, 1991), and a new scale assessing the frequency and impact of epiphanic experiences (Walling, 2001). In this measure, epiphany was conceived of as an attributional response to complex cognitive challenges potentially resulting in changes to values and beliefs. Finally, participants were asked to think of effects of poverty and then explain how they thought poverty "leads" to these effects. Participants' explanations were coded for locus (individualistic vs. situational) and complexity. Participants whose explanations focused more on situations (e.g., economic cycles) rather than individuals and groups (e.g., laziness, the government) scored higher on attributional complexity and epiphanic impact. Participants whose explanations were more complex scored higher on attributional complexity, frequency of epiphany, and openness to experience (Big Five Inventory personality trait subscale). Individuals who tend to use situational explanations for societal events can be characterized not only by a mere preference for complex thinking, but by a predisposition toward integrating multiple causal factors and an openness to new experiences.

F95
IN SEARCH OF THE BLACK SHEEP EFFECT IN AFRICAN AMERICANS *Elliott Hammer, Anthony Sharp, Charity Dixon, Kristin Matthews, Erin Threatt; Xavier University, Louisiana* — Despite numerous studies demonstrating the black sheep effect—the tendency to evaluate ingroup members who perform poorly in more negative terms than comparably performing outgroup members—conditions surrounding its activation are largely unknown. The effect may be especially profound in minority groups because the under-performing ingroup member not only reflects badly on the group, but also, in certain cases, threatens to reinforce negative stereotypes about the minority group. The present study investigates the presence of the black sheep effect in African Americans and with varying stimuli. Black participants formed impressions of two targets, one White (outgroup member) and one Black (ingroup member). One of these targets was described in a vignette as having succeeded in either an academic or a sports domain; the other had failed in the other domain. Participants rated the targets on a number of variables and reported attributions for his outcome. Analyses revealed that, overall, participants evaluated the White failure in the least favorable terms, contradicting the black sheep effect. Attributional analyses separating the different domains showed a tendency to explain both Black and White outcomes in academics internally, except for the White-sports-success condition, which was explained internally. Despite mixed results, future analyses will consider the possible role of racial identity in explaining evaluations of members of different groups.

F96
THE TRIPARTITE SELF: A COMPARISON OF INDIVIDUAL, RELATIONAL, AND COLLECTIVE SELVES OF CLOSE RELATIONSHIP PARTNERS *Diana Odom Gunn; McNeese State University* — Research and theorizing on the nature of the social self has led to the development of a tripartite model of the self with three complementary and interacting components: the individual, relational, and collective selves. Most of the current literature is focused on one component of the self or on one particular pairing, usually either the individual and relational selves, or the individual and collective selves. The current study is the first in a program of research examining the inter-relationships among the components of the tripartite model of the social self. Forty heterosexual dating couples (N=80, 40 females and 40 males) volunteered to participate together in a study of social memory. Participants completed a questionnaire reporting demographic characteristics and measuring individual differences in interdependent/independent self-construal, attachment style, psychological gender; and relationship differences in closeness, interdependence, inclusion-of-other-in-self, commitment, equity, satisfaction, loving and liking for the partner. Following

a distractor task, participants completed a computer generated trait rating task to evaluate the descriptiveness of 50 pretested traits across four targets: the individual self, the relationship partner, the shared relational self, and a relevant collective self, the gender group. The within participants trait ratings were fully counterbalanced for order and the targets were separated by several word puzzles to clear working memory of the previous task. Descriptiveness judgments and response latencies were recorded. Analyses compared data on the self-descriptive traits for components of the tripartite self and examined associations with measured differences between individuals and their personal relationships.

F97
HOW THE AVAILABILITY HEURISTIC AFFECTS INFORMATION-PROCESSING: POTENTIAL PITFALLS FOR CAREFUL THINKERS, WINDFALLS FOR SUPERFICIAL THINKERS. *Blake Wu; University of Iowa* — Carefully thinking (central-processing) persons are more accurate and less susceptible to often inaccurate stereotypic judgments than superficial thinking (peripheral-processing) persons. At the same time, information that is extreme or otherwise stands out is better remembered due to its heightened accessibility (the availability heuristic). Largely unknown is whether, when presented with extreme information (e.g., a person who is 6' 10" tall or a student with a GPA of 4.30), central processing and peripheral processing will still produce these expected results. Research participants viewed slides containing personal information regarding college students. Some participants were motivated to carefully process the information by being led to believe their recall was related to a form of IQ. Other participants had no such extra motivation. Participants either were presented with slides with extreme information or normal-range (non-extreme) information. After the slide presentation, all participants estimated the numbers of "A"–average or 6' or taller students. Results show that peripheral-processing students relied on stereotypes of Honors students having higher GPAs than athletes, and athletes being taller than honors students. Central-processing participants relied less on stereotypes and were usually more accurate. However, extreme information which disconfirmed stereotypes (athletes with high grades or very tall Honors students) caused central-processing participants to over-estimate their frequency. Conversely, the stereotype-disconfirming information appeared to improve the accuracy of peripheral-processing participants. Cognition driven by the availability heuristic, therefore, may affect the formation of stereotypes and also have paradoxical and unexpected effects in contexts when we process information carefully or superficially.

F98
EMOTION ARITHMETIC: THE RELATIONSHIP OF ANXIETY FROM MULTIPLE SOURCES AND RISK JUDGMENTS *Janetta Lun, Gerald L. Clore; University of Virginia* — Does a feeling elicited by multiple sources have an additive effect on relevant judgements? Two experiments were conducted to examine how feeling anxious and receiving anxious information affected risk judgments. In both experiments, participants were randomly assigned either to an anxious mood condition, in which an anxious mood was induced, or to a control condition, in which an anxious mood was not induced. Then the participants were asked to read an anxiety-inducing story of a student's experience on an airplane. The participants read either a vivid or a pallid version of the story, which were to induce different levels of anxiety that participants who read the vivid version felt more anxious than those who read the pallid version. In Experiment 2, the two versions of the story were edited to yield a larger difference of intensity. Risk estimates related to air-travel and personal events were assessed afterward. We hypothesized that people who were induced with an anxious mood and read the vivid version would estimate more risks. In both experiments, we found that people who had an anxious mood and read the vivid version of the story did assess more flying risk. Moreover, people who had an anxious mood and read the pallid version assessed less flying risk. No difference was found for personal

risk assessments. These results suggested that the effect of anxiety elicited by multiple sources on risk judgments was not simply additive. Implications of mood effects on relevant judgments will be discussed.

F99
CORRELATES AND CONSEQUENCES OF HEALTHY AND CONVENTIONAL ORIENTATIONS TO SUCCESS *Say Keat Lim, Donnah Canavan; Boston College, Chestnut Hill Campus* — Two studies examined differing orientations to success: Healthy Success (HS), a preference for intrinsically interesting work that makes a contribution and fosters positive collegial relations; and Conventional Success (CS), characterized by a preference for work that emphasizes competition, financial reward, and high-status. We predicted that HS, compared to CS, would be associated with more positive traits, behaviors and outcomes, including more mature defenses, less narcissism, better overall adjustment, and greater objective success. In Study 1, 98 male and female students supplied their GPA, completed a "Success Orientation" scale and several other measures (e.g., Narcissism, Morality), and answered additional questions about their personal and academic life. As expected, those high in HS were better adjusted, less narcissistic, more willing to put extra effort into their courses, and had better grades. In Study 2, 98 students imagined themselves employed at one of two fictional sales firms: one promoting conventional success goals (e.g., profit over product quality), the other stressing more healthy goals. The sample was also divided by CS and HS, creating a 2x2 design. Results again supported predictions. HS participants anticipated expending more effort, and engaging in more moral job-related behavior. Those in the HS firm expected greater work satisfaction, less likelihood of quitting, more moral behavior and allocation of time to other activities than those in the CS firm. Like past studies conducted by Deci, Kasser, and Ryan, these results are relevant to understanding the relationship among personality, overall well-being, recent corporate corruption scandals, and American attitudes toward success.

F100
INFORMATION STRUCTURE MODERATES THE STEREOTYPE DILUTION EFFECT *Kathleen Pierce, Marilynn Brewer; Ohio State University, Columbus* — Two studies examined how the stereotype dilution effect in person perception is moderated by the structure of stereotype trait-irrelevant individuating information. The dilution effect predicts decreased use of a stereotype as amount of stereotype-irrelevant information increases, regardless of how this information is structured. However, dilution studies typically present stereotype-irrelevant information as disembodied pieces of information. Past research has demonstrated that when individuating information is presented as a coherent and easily processed narrative, stereotype use is facilitated. Thus, the current research examined whether structuring varying amounts of stereotype-irrelevant information in a narrative format results in dilution of the use of an elderly stereotype or increased use of the stereotype. In Study 1, stereotype-irrelevant information was presented in a narrative structure at two levels (low or high amount of information). Stereotype use was assessed with stereotype-consistent trait ratings of the target following presentation of the information. Contrary to the dilution effect hypothesis, levels of stereotype use remained consistent across information conditions. In Study 2, information structure was presented either in random order or in narrative order (as in Study 1). Information content was held constant across both information structures. Results indicate that the dilution effect occurred only with randomly ordered information. Stereotype use remained consistent with narratively structured information, regardless of information amount. These results indicate that with the content of information held constant, information structure is a moderator of the dilution effect. The results also highlight the importance of considering information structure as well as content when studying person perception.

F101
THE UTILITY OF USING A MULTI-FACTOR CONDOM USE SELF-EFFICACY SCALE WITHIN A SOCIAL COGNITIVE FRAMEWORK *Philip O. Buck, Antonia Abbey, Christopher Saenz; Wayne State University* — After consistently finding that HIV/AIDS knowledge is not significantly related to safer sex behavior, research attention has turned towards a greater understanding of the social psychological constructs that predict condom use. Bandura's social cognitive theory posits that a process of cognitive appraisal results in a judgment of self-efficacy, the confidence in one's ability to use condoms. Social cognitive theory and past research have also specified several additional constructs that are linked to condom use and may influence motivation to perform such behavior through their cognitive effects on self-efficacy. However, most research in this domain has examined a unidimensional construct of self-efficacy. In order to test the utility of a multi-factor model of condom use self-efficacy, 417 single, sexually active college students completed a questionnaire that assessed relevant background characteristics, as well as their sexual attitudes, outcome expectancies regarding condom use, and perceived susceptibility to HIV/AIDS. Regression analyses showed that although a significant amount of variance was accounted for in each factor of self-efficacy, the pattern of predictors varied. Additionally, only higher levels of self-efficacy to avoid partner disapproval when using condoms and higher levels of self-efficacy to use condoms when intoxicated mediated the background and cognitive variables in predicting past condom use. Contrary to social cognitive theory, sexual attitudes and embarrassment about the negotiation and use of condoms were both directly associated with past condom use. By focusing on the measurement of condom use self-efficacy, researchers may further explicate the cognitive mechanisms that contribute to risky sexual behavior in students.

F102
SELF-DECEPTIVE ENHANCEMENT, ANXIETY AND MEMORY FOR POSITIVE, NEGATIVE AND NEUTRAL WORDS *Matthew S. Shane, Jordan B. Peterson; University of Toronto, St. George Campus* — Previous research has demonstrated that low-anxious individuals do not comprise a homogenous group. Rather, they can be differentiated with regard to their utilization of coping strategies that reduce their level of subjective anxiety (Weinberger, Schwartz & Davidson, 1979). For instance, whereas genuinely low-anxious individuals have been characterized by hypervigilance to threat, self-deceptively low anxious individuals have been shown to manifest a 'vigilant-avoidant' processing strategy in which they quickly reduce their processing of threatening stimuli after initial contact (Calvo & Eysenck, 2000). This reduced processing of negative or threatening information may reduce the ability of self-deceptively low anxious individuals to retain information, which is negatively valent in nature. The present study, thus, investigated the ability of high-anxious, low-anxious and self-deceptively anxious individuals to recognize and recall a list comprising 25 positive (e.g. love), 25 negative (e.g. death) and 25 neutral words (e.g. desk) after a short mathematical filler task. Results indicated a main effect of overall memory ($p = .06$) whereby self-deceptively anxious individuals recalled fewer words than high anxious individuals. Further, the inferior memory of the self-deceptively anxious individuals was attributable to a significantly reduced number of negative words recalled ($p = .018$). There was no difference in the number of positive or neutral words recalled ($p > .1$). These results compliment previous work conducted by the present authors in which self-deceptive individuals showed a reduced ability to learn from previous mistakes, and suggests the possibility of global intellectual deficits in self-deceptively low-anxious individuals.

F103
HOW CAN SOCIAL ROLE THEORY ACCOUNT FOR NONTRADITIONAL CAREER WOMEN? *Cherie Werhun[1], Kenneth Dion[1], Karen Dion[2]; [1]University of Toronto, St. George, [2]University of Toronto, Scarborough* – Why is it that some women become firefighters while others choose to be nurses? Social Role Theory (Eagly, 1987) argues that the distribution of men and women in the labour force creates gender stereotypes that serve as prescriptions for sex-typed behaviour, thus maintaining the status quo. However, if this theory holds true, then how can we account for the women who are in nontraditional roles? The current research argues that it is individualized perceptions of the division of labour that influences career choices: Women in traditional career roles view the division of labour in a highly stereotypical manner. In a first study, fifty undergraduate women indicated their intended career choice from a list of categories ranging from highly female traditional to highly male traditional. In a second study, these women were divided into groups of 'traditional' and 'nontraditional' career women and were asked to indicate their perceptions of the proportion of women in a list of 10 careers, 5 nontraditional female and 5 traditional female. They also completed a series of questionnaires assessing their perceptions of success in each of these occupations, and others focusing on attitudes toward their own gender identities and beliefs concerning gender-roles. Results demonstrated that 'traditional' women indicated lower proportions of female representation compared to 'nontraditional' women across careers. These women also predicted lower proportions of women in each of these careers ten years in the future compared to 'nontraditional' career women. Interestingly, traditional career women underestimated women's representation compared to national levels, supporting the idea that 'traditional' women have a skewed perception of the division of labour. The extent to which this perception serves as a self-enhancement bias, and is influenced by their gender-role attitudes is discussed and implications for SRT are explored.

F104
SOCIAL STATUS AND LEGITIMIZING IDEOLOGIES AS MODERATORS OF THE RELATIONSHIP BETWEEN EXPOSURE TO PREJUDICE AND WELL-BEING *Wendy J. Quinton; California State University, Long Beach* – Very little research has examined potential moderators of the relationship between exposure to prejudice and well-being. The current study investigated two variables—social status and endorsement of legitimizing ideologies—as moderators of this relationship. Low and high status group members (i.e., women and men, N = 81) who had previously completed a measure of the Protestant work ethic (PWE) received a negative evaluation from a cross-status peer who expressed either non-prejudiced or blatantly prejudiced attitudes toward members of the participant's group. Participants then completed measures of psychological well-being (i.e., self-esteem, mood). The interaction between social status (low/women vs. high/men), PWE endorsement (low vs. high), and exposure to prejudice (none vs. blatant) was significant on both well-being measures. Among women who were rejected by a man who appeared non-prejudiced, increasing PWE endorsement was related to significantly greater negative mood and lower self-esteem. Among women who were rejected by a man who appeared prejudiced against women, however, PWE beliefs were not significantly related to mood or self-esteem. PWE endorsement, peer attitudes, and well-being were not significantly related among men. These results suggest that for members of low status groups, endorsement of legitimizing ideologies, such as the PWE, can serve as a liability when negative outcomes from high status group members are received in the absence of blatant cues to prejudice. When a negative outcome from a high status group member is experienced in the face of blatant prejudice, however, well-being does not appear to be adversely affected by such legitimizing beliefs.

F105
ENGAGING, YET UNEMOTIONAL WRITING EFFECTS ON WELL-BEING AND STRIVINGS *Jennifer E. Eells, Laura A. King; University of Missouri, Columbia* – Writing on engaging and emotional topics has been shown to reap both subjective and physical health benefits (Pennebaker & Beall, 1984; Greenberg, Wortman, & Stone, 1996; Smythe, 1998; King & Miner, 2000; King, 2002). However, an over-arching, agreed-upon theory of why writing has health outcomes has yet to be resolved. The present study was conducted to examine the impact of self-regulation on the writing - health relationship. To this end, an unemotional, yet engaging topic (philosophy of life) was included. 150 psychology students wrote on one of three topics (trauma, philosophy of life, control) for three consecutive days, 15 minutes a day. Pre and post-writing questionnaires included measures of subjective well-being (SWB), self-reported illness, personal strivings, and self-regulation. Health center data was also collected at follow-up. Immediate effects of writing on mood showed highest levels of NA and lowest levels of PA for the philosophy condition. However, the philosophy group also responded most strongly that the topic "felt good" to write about. Self-reported SWB decreased over time for the philosophy condition. Health-center visits also varied by writing condition, F=10.34**, with philosophy group having the most illness. However, this was only the case for men. At follow-up, goal clarity, controlling for Time 1 measures, was lowest for the philosophy group. However, self-reported self-regulation at T2 did show an effect of writing condition, F=5.15*, with trauma and philosophy groups differing from control. There is some evidence to support the influence of self-regulation on writing benefits, especially for women.

F106
THE ANTISOCIAL INDIVIDUAL: THE NEGATIVE CONSEQUENCES OF LOW SELF-ESTEEM AND NARCISSISM *Kali Trzesniewski[1], M. Brent Donnellan[1], Richard Robins[1], Delroy Paulhus[2]; [1]University of California, Davis, [2]University of British Columbia* – The link between self-esteem and externalizing behaviors such as delinquency and aggression has been debated by researchers and the popular media. One prominent view posits that low self-esteem contributes to externalizing behaviors (e.g., Heaven, 1996; Rosenberg, Schooler, & Schoenbach, 1989). Other researchers have questioned this claim on theoretical and empirical grounds, noting that several studies have failed to find a relation between self-esteem and externalizing behaviors (e.g., Bynner, O'Malley, & Bachman, 1981; Wells & Rankin, 1983). Baumeister, Smart, and Boden (1996) argued that self-esteem is unrelated to externalizing behaviors and that instead a specific form of high self-esteem, namely narcissism, is linked with externalizing behaviors. The present research contributes to this debate by examining the link between self-esteem, narcissism, and externalizing problems in three studies. Study 1 examined aggressive behaviors in a U.S. college sample (N = 1786). Study 2 examined antisocial behaviors (e.g., bullying, crime, drug use) in a Canadian college sample (N = 351). Study 3 examined delinquent acts in a U.S. sample of 14-year-olds (N = 72). Across the three studies, externalizing behaviors were negatively related to self-esteem and positively related to narcissism. Furthermore, a suppression effect was found for self-esteem and narcissism, such that the negative partial correlation between self-esteem and externalizing behaviors (controlling for narcissism) and the positive partial correlation between narcissism and externalizing behaviors (controlling for self-esteem) were stronger than the corresponding zero-order correlations. These results suggest that both low self-esteem individuals and narcissistic individuals tend to exhibit aggressive and antisocial behaviors.

F107
ALCOHOL'S EFFECTS ON ATTITUDES TOWARD DRUNK DRIVING: THE MEDIATING ROLE OF ANXIETY *Tina Zawacki; University of Washington, Seattle* – Social psychological research on how alcohol affects attitudes has focused on the cognitive impairments of

intoxication. Less attention has been paid to how alcohol's effects on emotions may be involved in intoxicated decision making. This study attempted to explicate the role of anxiety in alcohol's effect on attitudes toward drunk driving. Ninety participants drank either tonic containing a 0.08% BAC dose of vodka, or plain tonic, then read a vignette in which the main character needed to decide whether or not to drive after drinking. Then participants completed a questionnaire that assessed participants' attitudes and anxiety level regarding drunk driving if they were in the same situation as the character. A series of regressions were performed in order to test whether anxiety mediated the effect of intoxication on positive attitudes toward drunk driving. As compared to sober participants, intoxicated participants reported more positive attitudes toward drunk driving, and less anxiety (B's = .21 and -.22, p's < .05 and .04, respectively). There was also a significant relationship between anxiety level and positive attitudes toward drunk driving, (B = -.44, p < .01). When anxiety level was entered into the regression equation, the relationship between drink condition and positive attitudes was significantly decreased (z = 1.97, p < .05; B = .11, p = .27). These results suggest that alcohol's anxiolytic effects may mediate the relationship between intoxication and positive attitudes toward risk taking. These findings hold implications for social psychological theories about alcohol's effects on attitudes, and for prevention programming.

F108

THE SOCIAL CONSTRUCTION OF HIERARCHY *Annie Y. Tsai, Hazel Rose Markus, Rober B. Zajonc; Stanford University* – This paper examines the differences in cultural construction and social representation of the concept of social hierarchy between East Asians and European Americans. Four studies were conducted using Euro-American and Asian-American students. Study 1 uses free associations to map out differences in meaning space for the concept of social hierarchy between Asian Americans and European Asians. Following these ideas, study 2 a and 2b showed systematic differences in preferences for certain types of friends and situations that are more hierarchy-oriented versus equality-oriented. Study 2 results indicate that that Asian-American and Euro-American responses are consistent with cultural norms and expectations about social hierarchy. Study 3 uses a learning experiment presented on PsyScope. Participants were asked to learn and recall the social hierarchy structure of who has influence over whom on a four-member committee. Study 4 uses a similar learning experiment as study 3 but uses Chinese samples from Taiwan. Preliminary results show that Asian Americans are quicker at recalling influence structures of people but not non-sense syllables with equal accuracy to European Americans indicating that they are more sensitive to social hierarchy in relationships.

F109

OPTIMAL MATING: MENSTRUAL CYCLE CHANGES IN SEXUAL DESIRE AND BEHAVIOR ARE SENSITIVE TO A WOMAN'S CURRENT MATING ENVIRONMENT *Elizabeth G. Pillsworth, Martie Haselton; University of California, Los Angeles* – Natural selection has shaped male and female mating strategies to address the specific adaptive problems faced by each sex. For women, the energetic costs of pregnancy, lactation, and an extended period of offspring dependency impose strict limits on her lifetime reproductive capacity, while the brief period of fertility within the menstrual cycle further restricts conceptive opportunities. The selective pressure to make optimal mating choices given the current mating environment – including potential mates, relative costs and benefits of pursuing in-pair versus extra-pair strategies, and the likelihood of conception at any given point within the cycle – should have shaped a flexible mating strategy that is sensitive to all of these factors. Previous research has shown that women experience changes in sexual desire and behavior as a function of their fertility status. The current study demonstrates that these changes are also sensitive to the current mating environment. In a sample of 173 normally ovulating women, we examined patterns of sexual desire and behavior as a func-

tion of both fertility and relationship status, and found evidence that it is the interaction between these two variables that will best predict the sexual strategy being pursued. For example, the midcycle increase in sexual desire occurs exclusively for women who are involved in committed relationships. Among mated women, the likelihood of pursuing an in-pair conceptive strategy is linked with indices of relationship quality. These and other lines of evidence show that women's mating strategies are sensitive to the shifting costs and benefits of pursuing any given strategy.

F110

DEVELOPMENT AND PSYCHOMETRIC EVALUATION OF THE MATE VALUE SCALE IN HOMOSEXUAL MEN *Brian Lewis[1], Michael Carey[2], Seth Kalichman[3]; [1]University of California, Los Angeles, [2]Syracuse University, [3]Medical College of Wisconsin* – The present paper reports on the Mate Value Scale, a measure that assesses an individual's self-perceived romantic assets, or mate value; and the relationship between this scale and indices of risky sexual behavior and fatalism. Six hundred and forty-seven homosexual men attending a gay pride festival completed a questionnaire. Exploratory factor analysis on the 25 mate value items indicated two primary factors, Achievement/Status and Affiliation/Social Skill, represented by ten items. Confirmatory factor analysis supported this two factor structure, and allowed us to identify six items loading on the Achievement/Status factor, and three on the Affiliation/Social Skill factor. These two factors are consistent with theory and research in the areas of human motivation and behavior, as well as with evolutionary psychological perspectives, and they were related to indices of risky sexual behavior, susceptibility to sexual coercion, and fatalism. Those men with lower mate value reported greater fear of insisting on safer sexual practices, higher instances of coerced sex, and a more fatalistic future outlook.

F111

COPING WITH ROMANTIC, PARENTAL, AND WORK JEALOUSY:TWO FORMS OF SELF-ESTEEM RESTORATION *Orsolya Hunyady[1,2], [1]University of California, Berkeley, [2]University of Debrecen, Hungary* – Because jealousy situations are threatening to the perceiver's self-worth, attempts to repair self-esteem are common reactions. One form of self-esteem protection, ego-defense, is present when the jealous individual acts at the expense of his/her relationship (e.g., by derogating the partner or developing alternative relationships). Another strategy, ego-bolstering, refers to self-enhancing behaviors that are independent from or even beneficial to the threatened relationship (e.g., concentrating on one's good qualities). This study addresses the question of which factors determine the use of these two strategies in three different social contexts (couple, family, and work). As distinct from couple and work contexts, jealousy in family relationships is a highly neglected topic and therefore deserves special attention. It is conceptualized as rivalry between parents for the attention and affection of their child. The occurrence of ego-bolstering and ego-defense was predicted by personality variables, relationship characteristics, perceived controllability of the situation, and the intensity of the jealous emotion. To map out relations among predictor variables, structural equation modeling was used to analyze data from 80 cohabiting couples. Results indicate that there are substantial similarities and differences among jealousy types and gender groups. The degree of jealousy was positively related to ego-defensive strategies in all cases for both men and women. Problem-solving skills and ego-bolstering were positively associated but only for women. Finally, relationship quality and ego-defense were negatively related in romantic and work but not in parental context, and relationship flexibility and ego-defense were negatively related in parental and work, but not in romantic context.

F112

WHY IN THE WORLD WOULD SOMEONE RUN A MARATHON? *Kirsten Poehlmann[1], Pamela Williams[2]; [1]University of Houston, [2]Yale University* – Although numerous benefits of physical activity have been documented, remarkably few people exercise on a regular basis. However, some individuals not only exercise but do so enough to accomplish impressive feats, such as running a marathon. Several theoretical perspectives offer potential explanations for this. The current study examined the elements that motivate individuals to attempt to run a marathon and that are associated with successfully completing a marathon. Individuals in a marathon-training program completed several questionnaires at least one month before race day, including the Motivations of Marathoners Scales (MOMS; Masters, Ogles, & Jolton, 1993) and an adapted version of Garcia and King's (1991) exercise self-efficacy scale. Participants also indicated (within one month after the marathon) whether they had completed the marathon. Health orientation (M = 5.21, SD = 1.38 on a 7 point scale) and weight concern (M = 5.05, SD = 1.69) were rated as the most important reasons to run. Competition received the lowest importance rating (M = 2.41, SD = 1.21). Seventy percent of the participants who responded to follow-up questions reported having finished the marathon (62% of all participants, including those who did not complete the follow-up questionnaire, completed the marathon). Commitment to completing the marathon, weight concern motivations for running, and the pace runners thought they should average (but not the pace they thought they would average) predicted marathon completion. Participants' self-efficacy for completing the marathon had been fairly high (77.66% confident, SD = 12.79). Surprisingly, however, self-efficacy was not associated with marathon completion.

F113

SENSE OF POWER AND EMOTIONS AND THE TENDENCY TO STEREOTYPE *Anna Kwiatkowska, Maria Zur; Warsaw School of Social Psychology, Poland* – The study examined the role of sense of power over out-group member and emotions experienced in intergroup relationships between Polish immigrants and English hosts as determinants of tendency to stereotype the English by Poles. It was expected that the sense of power would increase the tendency to use stereotypes in explanations of others' behaviors. Also, negative emotions, experienced in intergroup encounters and connected with stressful everyday experiences of those who illegally worked in England, would contribute to higher stereotyping. The participants (N = 115), Polish immigrants in London, described the emotions they experienced in the presence of the English, and then they were asked to predict how an Englishman, characterized in stereotypical and counter-stereotypical way, was going to behave in four given situations. Experimental design was 3 (high power, low power, control group) x 2 (immigration status: legal vs. illegal). Results showed that anxiety and depression are significant predictors of the tendency to stereotype. Power proved to explain the tendency to stereotype only among legal immigrants from Poland, i.e. those, in comparison to illegal ones, who didn't experience anxiety in daily situations.

F114

TESTING SOURCES OF ATTITUDE CONSTRAINT *Joshua Rabinowitz; California State University, Northridge* – In 1964, Converse reported that Americans show very little logical coherence, or constraint, among their political attitudes. He expected liberal-conservative ideology to have a constraining influence on people's attitudes but found most people do not even know what the terms "liberal" and "conservative" mean. In the years since, social scientists have debated the validity of Converse's claim that Americans lack constraint. However, few studies have examined whether ideologies other than liberal-conservatism may act as sources of constraint. In fact, a growing body of evidence suggests that equality beliefs should be important. In contrast, Carmines and Stimson (1989) argued that attitudes toward racial policy serve a constraining function. A series of path analyses tested the success with which liberal-conservatism, egalitarianism, and racial policy attitudes constrain attitudes toward other policies. Data came from the National Election Studies (NES), and respondents consisted of a random sample of adults of varying ethnicity. Data were entered into path analyses that specified each of the three value/attitude domains as sources of attitude constraint. Comparisons of fit indices and error correlations indicate that egalitarianism is about as successful as liberal-conservatism in explaining relationships among policy attitudes. Racial policy attitudes were the weakest source of constraint.

F115

AS TIME GOES BY: DIFFERENCES IN MENTAL REPRESENTATIONS OF CONDOMS AS A FUNCTION OF RELATIONSHIP LENGTH *Rupert Klein, Bärbel Knäuper; McGill University* – Sexually transmitted diseases (STDs) are an ever-present problem in North-America and elsewhere. Condoms are known to be effective in the prevention of transmitting STDs. However, as relationships increase in length many couples stop using condoms without getting tested for STDs. The dynamics of intimate relationships that result in discontinuing condom use are not yet well understood. It is hypothesized that condom use decreases with time because the individual's mental representation of condoms changes over the course of the relationship. Specifically, certain representations of condom functions should decrease with relationship length (e.g., protection from STDs, communicating that one is a responsible person) while others should increase (e.g., indication of distrust, infidelity, or lack of commitment). Two scales, one for condom users and the other for non-users, were developed to assess functions and symbolic meanings of condoms. Eighty undergraduates completed the aforementioned scales and other relationship questionnaires. Analyses revealed systematic changes in perceived condom functions and symbolic meaning as a function of relationship length. The results suggest that condoms are embraced in the beginning of a relationship as a convenient protective device against pregnancy and STDs. Later into the relationship condoms are no longer regarded as necessary for these purposes and become, to the contrary, more associated with a lack of commitment and trust. The observed changes were found to be mediated by embarrassment, intimacy, love and partner pressure. The findings may help to develop tailored prevention programs that target individuals' mental representations of condoms that may lead to premature condom discontinuation.

F116

MIMICRY AND PRO-SOCIAL BEHAVIOR *Rick van Baaren, Rob Holland, Kerry Kawakami, Ad van Knippenberg; University of Nijmegen* – People have a tendency to do what others are doing. Recent studies have shown that mimicry occurs unintentionally and even among strangers (Chartrand & Bargh, 1999). In the present studies we investigated the consequences of this automatic phenomenon in order to learn more about the adaptive function it serves. In three studies it was consistently found that mimicry increases pro-social behavior. Participants who had been mimicked were more helpful and generous towards other people compared to participants who had not been mimicked. Importantly, these beneficial consequences of mimicry were not restricted to the mimicker, but also other people benefited from the pro-social behavior of the person who had been mimicked. These results suggest that the effect of mimicry is not confined to increased liking for the mimicker, but a more pro-social orientation in general seems to be induced by mimicry. These studies will be discussed in the light of recent data and theorizing on self-construals.

F117

THE REJECTION STROOP: MEASURING AND TRAINING THE INHIBITION OF NEGATIVE SOCIAL FEEDBACK. *Stephane Dandeneau, Mark Baldwin; McGill University* – The current research examines the attentional bias to negative social information people with low and high self-esteem exhibit. At the same time as developing a social cognitive dependent measure of inhibition, we also asked whether peo-

ple can learn, through a brief training task, to inhibit negative social feedback. Participants were randomly assigned to an experimental or control condition. In the experimental condition, subjects were instructed to identify the smiling/approving face in a 4 X 4 matrix of frowning faces, whereas in the control condition participants were instructed to identify the 5-petaled flower in the matrix of 7-petaled flowers. An emotional Stroop task was developed as a measure of inhibition of negative social information using positive and negative interpersonal words and non-interpersonal words. Every word was presented four times, each time randomly presented in one of four colours (red, blue, green, yellow). The results suggest that our Stroop measure adequately assessed the differing accessibility of acceptance and rejection content in people with low and high self-esteem. Results also demonstrate that individuals with low self-esteem exhibited significantly less interference on rejection words in the experimental (faces) condition than in the control (flowers) condition, suggesting that teaching inhibition of rejection is possible. Further application of this initial research to the study of self-esteem could involve examining the activation or inhibition of various kinds of social feedback (e.g., rejection, disrespect).

F118
THE ASSESSMENT OF BEHAVIORAL ACTIVATION: POSITIVE EMOTIONALITY AND THE BAS *Jonathan Oakman, Lena Quilty; University of Waterloo* – Many theorists propose that two fundamental biological systems are responsible for emotional regulation: approach and withdrawal. Gray's behavioural activation system (BAS) and behavioural inhibition system (BIS) in particular offer considerable promise in explaining a variety of normal and pathological behavior. However, research concerning these systems is limited by the lack of consensus regarding how to assess them. While researchers largely agree on the characteristics and measurement of the BIS, the nature of the BAS is considerably more controversial. Tellegen (1985) proposed that behavioural activation can be assessed through his personality dimension of positive emotionality. Positive emotionality is associated with well-being, sociability and achievement, and Tellegen (1985) proposed that behavioural activation and positive emotionality are essentially the same construct. This line of research has considerably influenced the measures chosen to assess BAS activity. However, other researchers (i.e. Fowles, 1987) disagree, stating that Tellegen's measure principally assesses mood, and BAS is related to Tellegen's constructs in a more complex way. This investigation sought to determine whether positive emotionality is an appropriate measure of behavioral activation, and if so, if any of its components are more related to BAS activity than others. A series of confirmatory factor analyses revealed that positive emotionality is not an appropriate indicator of BAS activity. However, particular components of positive emotionality did appear to be considerably related to BAS activity, and may therefore be suitable measures of this system. These findings have implications for the current understanding of the nature of BAS, and for measures used in research.

F119
THE ASSESSMENT OF BEHAVIORAL ACTIVATION: IMPULSIVITY AND THE BAS *Lena Quilty, Jonathan Oakman; University of Waterloo* – Many theorists propose that two fundamental biological systems are responsible for emotional regulation: approach and withdrawal. Gray's behavioural activation system (BAS) and behavioural inhibition system (BIS) in particular offer considerable promise in explaining a variety of normal and pathological behavior. However, research concerning these systems is limited by the lack of consensus regarding how to assess them. While researchers largely agree on the characteristics and measurement of the BIS, the nature of the BAS is considerably more controversial. Because Gray proposed that BIS and BAS activity underlie trait anxiety and impulsivity, respectively, many researchers use impulsivity measures to assess BAS activity. However, impulsivity is a multidimensional construct, and which components are

relevant to the BAS is by no means clear. This investigation sought to determine whether impulsivity is an appropriate measure of behavioural activation, and if so, which components are more or less related to BAS activity. A number of measures of BAS and impulsivity were administered to University of Waterloo undergraduates. A series of confirmatory factor analyses revealed that while a case may be made for the use of global impulsivity measures as indicators of BAS activity, these measures are better thought of as indicators of separate, correlated constructs. In addition, these analyses support findings in the literature that impulsivity is indeed a multidimensional construct, the components of which are not uniformly connected to BAS. These findings have implications for the current understanding of the nature of BAS, and for measures used in research.

F120
PRIME TIME TELEVISION AS A PRIMING AGENT FOR STEREOTYPE THREAT *Tonya Stoddard, Talia Ben-Zeev, Tattiya Kliengklom; San Francisco State University* – Does the subtlety of stereotype priming affect threat responses? Stereotype threat research (e.g., Steele, 1997) shows that stigmatized people experience situational distress when they face the possibility of confirming negative stereotypes about their group, leading to underperformance. In most threat conditions, stigmatized individuals assimilate to the stereotype. Is it possible to elicit contrast effects with stereotype priming as well? That is, are there circumstances in which the activation of stereotypes will lead stigmatized individuals to take on challenging roles in given stereotyped domains? In the current study, we examined women's choices to take on leadership vs. problem-solving roles after viewing prime time television clips, in which a woman was depicted as behaving in either a subtle stereotypical or in a blatant stereotypical manner. This study was designed to examine whether female participants who were exposed to the subtle stereotypical condition would show assimilation effects by preferring problem solving over leadership roles, replicating past research (Davies & Spencer, 2000), whereas female participants who were primed with a blatantly stereotypical condition would exhibit contrast effects (by preferring leadership roles) due to disidentification with the female character shown on screen (e.g., Wheeler & Petty, 2002). Our results support the idea that the more subtle a stereotyping prime is, the more it may lead to assimilation and underperformance.

F121
REPRESENTATIONS OF DEMOCRATIC DEBATE AND SOCIAL INFLUENCE PROCESSES *Maggi Jenny; University of Neuchâtel, Switzerland* – Three different representations of democratic debate and theirs major implications on social influence processes will be presented. Representation of pluricity implies that divergent political opinions are considered as equally valid or legitimate, and do not require the establishment of a consensus during a debate. As consensus is not used as a measure of opinions' validity, any hierarchy between majority and minority opinions exists. Representation of unicity implies the establishment of a consensus based on the majority rule, therefore the existence of a more valid or legitimated opinion. The most consensual opinion is considered here as more valid then the other. Representation of decentration articulates both representations of unicity and pluricity: it assumes that different opinions can be equally valid, but implies the superiority of an integrative opinion. Reaching an integrative position suppose decentrating from the position defended and taking into account the divergent position, leading to a coordination of different points of views, seen as complementary and not as mutually exclusive. An experimental research paradigm will be presented where representation of debate has been manipulated. Results show that only when the representation of decentration is actualized, subjects engage in constructivist dynamics of attitude change, i.e. integration of divergence. Implications of each debate representation for democratic processes will be discussed.

F122

CONFLICTUAL RESPONSES TO OSTRACISM: IMPLICIT AND EXPLICIT DIVERGENCE *Cassandra L. Govan, Kipling D. Williams, Trevor I. Case; Macquarie University* — A current debate in the ostracism literature is whether ostracised individuals react pro-socially (in an attempt to get re-included), or anti-socially (as a lashing-out response). We think that both responses occur, and it may be that different measures are tapping in to different types of responses. In our study, 40 participants were either included or ostracized in a web-based ball-tossing game. Following the game, they completed an old-fashioned racism scale, a modern racism scale, and a race IAT. We found that ostracized and included participants were equally pro-social in the explicit scales, but that ostracized participants showed significantly more prejudice as measured by the IAT. We propose a dual-response explanation of these results – that is, explicit measures may show pro-social responses to ostracism, whereas implicit measures may show anti-social responses.

F123

IMPLICIT PROCESSES IN EMOTION REGULATION *Iris B. Mauss, Chien-Ying Yu, James J. Gross; Stanford University* — People have a strong desire to exert control over their emotions, especially negative and socially undesired ones. Various research traditions have hypothesized that nonconscious, or implicit, processes play an important role in emotion regulation, and play a key role in determining people's emotional experiences, behavior, and even physical health (e. g., Alexander, 1939; Freud, 1963; Vaillant, 1987; Weinberger, 1990). However, a dearth of experimental laboratory studies limits the conclusions we can presently draw about implicit processes in emotion regulation. In order to test the question of whether emotion regulatory strategies could be implicitly activated in a laboratory setting, we randomly assigned 30 female participants to one of two verbal priming tasks, in which they were exposed to words related to the concepts of either EMOTION CONTROL or EMOTION EXPRESSION (cf. Bargh & Chartrand, 2000). We then induced anger in all participants by having them complete a standardized, annoying task delivered by a "rude" experimenter. Participants then rated their anger experience and were given the opportunity to behaviorally express anger in an ostensibly anonymous experimenter evaluation. Key findings were that participants in the EMOTION CONTROL condition reported experiencing less anger and evaluated the experimenter less badly than participants in the EMOTION EXPRESSION condition. These results suggest that implicitly activated emotion regulatory strategies influence emotional behavior as well as reports of emotional experience.

F124

GROWTH AND OUTCOMES OF INDIVIDUALS IN HUMANISTIC GROUP THERAPY: THE PREDICTIVE VALIDITY OF PERSONALITY TYPE, INTERPERSONAL VARIABLES, AND PSYCHOLOGICAL NEED FULFILLMENT *Christopher Niemiec, David Stewart; University of Rochester, River* — In the field of humanistic group therapy, there exists much uncertainty and little objective data regarding the specific outcomes of individuals participating in groups. The group setting can provide the interpersonal interactions and psychological conditions necessary to foster "healthy" individual development. However, although the possibility for group humanistic therapy to promote a healthier way of being for its individual members is tremendous, this outcome is not evident in all groups. Therefore, which components of a group, and which intrapsychic characteristics of an individual, are necessary to facilitate positive growth in therapy, are empirical questions that beg answers. In the present study, we hypothesize that specific personality traits can predict well-being while in therapy. Second, that individuals' level of basic psychological need (autonomy, competence, and relatedness) fulfillment can predict therapeutic well-being. Finally, that in an enironment in which an individual perceives a high level of safety, genuineness, empathy, and positive regard, the individual will experience a more positive well-being. Thus, the focus of the present research is on the determination of which types of individuals and environmental factors are potent in promoting healthy living, in hopes that these variables can be generalized to society at large. The results of the present study suggest that certain personality types of an individual, one's level of basic psychological need fulfillment, and one's attitudes about the therapy group can reliably predict well-being and attitudes about therapy for individuals over time. Implications of, and future directions for, these findings are discussed.

Index