

# Welcome to Austin and the 5th Annual Meeting of SPSP

Dear SPSP Colleagues,

It is my pleasure to welcome you to the premier gathering of personality and social psychologists. Like those before it, this year's meeting offers a plethora of opportunities to sample the latest and best personality and social psychology in a temperate locale offering interesting and varied entertainment and dining options. We are particularly fortunate to be meeting in Austin's newest convention hotel, ideally located in the heart of the city.

We have made only minor changes to the format and schedule that worked so well in Nashville, San Antonio, Savannah, and Los Angeles. The heart of the meeting is scientific presentations. With 40 symposia, more than 800 posters, and addresses from featured speakers and major award winners, it will be a challenge to take in all that interests you. We continue the tradition of offering lunch during midday poster sessions as a way to maximize the number of sessions while ensuring the good attendance and lively discussion for which poster sessions at SPSP meetings have become known. Because of the many live acts performing within walking distance of the hotel, we did not schedule a jam session or appearance by a DJ or local band to close out the meeting. For the music aficionados among us, Austin's live music scene affords a dizzying array of styles and formats.

I encourage you to participate in the opening festivities on Thursday beginning at 5:30pm. Enjoy free drinks (look for drink tickets in your packet) and hors d'oeuvres while visiting with friends and renewing acquaintances. We will interrupt the socializing for a brief program at 6:00pm. Immediately thereafter, the scientific program gets underway with a poster session, during which you are free to continue drinking and eating while discussing research findings with presenters.

I would like to thank my colleagues on the SPSP Convention Committee, Lynne Cooper, Mark Leary, and Tim Strauman, for their important contributions to staging this year's meeting. Special thanks go to Mark Leary, Chair of this year's Program Committee, who managed to find space in what appeared to be a full schedule for even more presentations. Finally, we are grateful to Tara Miller Events for expert handling of aspects of the meeting that required knowledge, experience, and credibility that graduate training in personality or social psychology does not provide.

We're always looking for ways to improve our meeting. If you have ideas, we'd like to know about them. You can call or e-mail members of the Convention Committee, or speak with us at the meeting.

I hope your time in Austin is informative, energizing, and fun.

Rick Hoyle  
Duke University  
Chair, 2004 SPSP Convention Committee

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## 2004 SPSP Executive and Committees

<b>President</b>	Hazel Markus
<b>President-Elect</b>	Margaret Clark
<b>Past President</b>	Jim Blascovich
<b>Executive Officer</b>	Harry Reis
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### SPSP Program Committee

Mark Leary (*chair*), William Fleeson, Batja Mesquita, Catherine Seta, Cecilia Solano

### Reviewers

Jeff Adams, Adam Cohen, William Fleeson, Jessica Hatz, Erika Koch, Todd McElroy, Robin Kowalski, Mark Leary, Sadie Leder, Batja Mesquita, Kathryn Morris, Lisa Neff, Beth Pontari, Lisa Thomson Ross, Catharine Sanderson, Catherine Seta, Cecilia Solano, Jana Spain, Jessica Tipsord, Kathleen Vohs

### Meeting Planning Staff

Tara Miller, Shauney Wilson, Kathleen McFerrin, Alison McFerrin, Joan Carole, Brenna Miller, Linda Hacker

# Schedule of Events

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## Thursday, January 29, 2004

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8 am – 5:30 pm	<b>Exhibits Set up</b> <i>Salon H-K</i>
9 am – 4:30 pm	<b>Pre-Conferences</b> APA, Grad Student Council, Attitudes, Evolutionary Psychology, Group & Intergroup Processes, Justice, Personality, Personal Relationships, Self and Identity, Social Cognition, Social Neuroscience, Teaching Social and Personality Psychology
3:30 – 7:45 pm	<b>Pre-Registration Check-In and On-Site Registration</b> <i>Salon Foyer</i>
5:30 – 7:00 pm	<b>Welcoming Reception</b> <i>Salon F/G</i>
5:30 – 7:45 pm	<b>Exhibits Open</b> <i>Salon H-K</i>
6:15 – 7:45 pm	<b>Poster Session A</b> <i>Salon H-K</i>

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## Friday, January 30, 2004

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7:30 am – 4:15 pm	<b>Pre-Registration Check-In and On-Site Registration</b> <i>Salon Foyer</i>
8:00 – 9:15 am	<b>SPSP Training Committee Meeting</b> <b>Chair:</b> Yuichi Shoda, University of Washington Open meeting. Anyone with interests, concerns, and suggestions for training in social and personality psychology is invited to attend. Refreshments will be served. <i>Meeting Room 406</i>
8:30 – 9:00 am	<b>Continental Breakfast</b> <i>Salon H-K</i>
8:30 am – 7:00 pm	<b>Exhibits Open</b> <i>Salon H-K</i>
8:30 – 10:00 am	<b>Poster Session B</b> <i>Salon H-K</i>
10:15 – 11:30 am	<b>Symposia Session A</b> <b>A1: THE FUNCTIONAL SIGNIFICANCE OF POSI- TIVE EMOTION</b> <b>Chairs:</b> Stephanie L. Brown and Kareem Johnson <b>Discussants:</b> Ed Diener <b>Speakers:</b> Sonya Lyubomirsky, Barbara Fredrick- son, Stephanie Brown, Kareem Johnson, Sarah Algoe <i>Salon C</i>

### **A2: NEW DIRECTIONS IN SELF-FOCUS THEORY AND RESEARCH: REVISITING THE AUSTIN ORT- GEIST**

**Chair:** Geoff MacDonald

**Discussants:** Charles Carver

**Speakers:** Paul J. Silvia, Jay G. Hull, Geoff Mac-  
Donald, Jonathan W. Schooler  
*Salon A/B*

### **A3: SUPPORT IN CLOSE RELATIONSHIPS: WHEN ARE INTIMATES MOST LIKELY TO ENGAGE IN SUPPORTIVE BEHAVIORS?**

**Chair:** Lisa A. Neff

**Speakers:** Carolyn E. Cutrona, Lisa A. Neff, Nancy  
Collins, Kimberly D. Burton  
*Salon F*

### **A4: ENVIRONMENTAL AND BEHAVIORAL EXPRESSION OF PERSONALITY**

**Chairs:** Marc A. Brackett and Sam Gosling

**Discussants:** David Funder

**Speakers:** John D. Mayer, Marc A. Brackett, Simine  
Vazire, John Nezlek  
*Salon G*

### **A5: CHANGE IN IMPLICIT VERSUS EXPLICIT ATTITUDES**

**Chairs:** Richard E. Petty and Pablo Briñol

**Discussants:** Patricia Devine

**Speakers:** Pablo Briñol, Victor C. Ottati, Bertram  
Gawronski, Brian Nosek  
*Salon D/E*

### **A6: SOCIOCULTURAL APPROACHES TO RACISM AND SEXISM: IMPLICATIONS FOR THEORY AND PRACTICE**

**Chair:** Glenn Adams

**Discussants:** Hazel Rose Markus

**Speakers:** Stephanie Fryberg, Phillip Atiba Goff,  
Geoffrey Cohen, Donna M. Garcia  
*Meeting Room 400/402*

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### 11:30 –

11:45 am **Coffee Break**  
*Salon H-K*

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### 11:45 am –

1:00 pm

### **Presidential Address & Symposia Session B**

#### **B1: SPSP PRESIDENTIAL ADDRESS**

Hazel Rose Markus, Stanford University

“Social and Personality Psychology: Made in the  
USA”

*Salon C*

#### **B2: CURRENT DIRECTIONS IN RESEARCH ON SELF-CONSCIOUS EMOTIONS**

**Chairs:** Jessica L. Tracy and Richard W. Robbins

**Speakers:** Jessica L. Tracy, June Price Tangney,  
Margaret Kemeny, Jeanne L. Tsai

*Salon A/B*

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Friday, January 30, 2004 (cont.)

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**B3: INTERPERSONAL PURSUITS: GOAL PROCESSES IN CLOSE RELATIONSHIPS**

**Chair:** Shelly L. Gable

**Discussants:** Susan M. Andersen

**Speakers:** Gráinne M. Fitzsimons, Omri Gillath, Jennifer Bartz, Shelly L. Gable

*Salon F*

**B4: INTEGRATING DEVELOPMENTAL AND SOCIAL PSYCHOLOGICAL RESEARCH ON PREJUDICE PROCESSES**

**Chair:** Sheri Levy

**Speakers:** Joshua Aronson, Sheri Levy, Melanie Killen, Rebecca Bigler

*Salon G*

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**1:00 – 1:30 pm** **Box Lunch served**  
*Salon H-K*

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**1:00 – 2:30 pm** **Poster Session C**  
*Salon H-K*

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**1:30 – 2:45 pm** **Graduate Student Mentoring Luncheon**  
Sponsored by SPSP Graduate Student Committee and the Training Committee, Co-hosted by Michele Schlehofer-Sutton, Claremont Graduate University & Chandra Y. Osborn, University of Connecticut  
*Meeting Room 406*

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**2:45 – 4:00 pm** **Symposia Session C**

**C1: THE BIG PICTURE: MIND, SELF, AND SOCIETY IN ACTION**

**Chair:** Roy F. Baumeister

**Speakers:** Mark R. Leary, John A. Bargh, Roy F. Baumeister

*Salon C*

**C2: ATTACHMENT, SEXUALITY, AND CAREGIVING**

**Chairs:** Phillip R. Shaver and Mario Mikulincer

**Speakers:** W. Steven Rholes, Deborah Davis, Gurit Birnbaum, Nancy Collins, Mario Mikulincer

*Salon A/B*

**C3: THE FEEL OF A DECISION**

**Chair:** Jennifer Lerner

**Speakers:** Yaacov Trope, Jennifer Lerner, Norbert Schwarz, E. Tory Higgins

*Salon F*

**C4: COLLECTIVISM, GROUP COHESION, AND SELF-CONCEPTIONS: LINKING PERSONS AND GROUPS**

**Chair:** Jim Uleman

**Speakers:** Daphna Oyserman, Kenneth L. Dion, James S. Uleman, Michael A. Hogg, Yoshihisa Kashima, Anne A. Reid

*Salon G*

**C5: CULTURE AND PREJUDICE: BRINGING TOGETHER NEW THEORETICAL APPROACHES**

**Chairs:** Amy J. C. Cuddy and Virginia S.Y. Kwan

**Speakers:** Ying-yi Hong, Amy J. C. Cuddy, Peter Glick, Christian S. Crandall, Walter G. Stephan

*Salon D/E*

**C6: PERCEIVING STATUS**

**Chair:** Erica Dawson

**Speakers:** Erica Dawson, Marianne LaFrance, Sandra Spataro, Felicia Pratto, Richard Eibach

*Meeting Room 400/402*

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**4:00 – 4:15 pm** **Coffee Break**  
*Salon H-K*

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**4:15 – 5:30 pm** **Featured Speakers & Symposia Session D**

**D1: INVITED SPEAKERS: CONCEPTUAL, METHODOLOGICAL, AND PRACTICAL SUGGESTIONS FOR REINVIGORATING THE STUDY OF GROUPS**  
**Chair:** Mark R. Leary, Wake Forest University

Donelson R. Forsyth, Virginia Commonwealth University

*and*

David A. Kenny, University of Connecticut  
*Salon C*

**D2: SELF-REGULATION AS AN INTERPERSONAL PROCESS**

**Chair:** Eli J. Finkel

**Speakers:** James Shah, Susan M. Andersen, Eli J. Finkel, Harry T. Reis, Tanya Chartrand

*Salon A/B*

**D3: ROMANTIC LOVE AND SEXUAL DESIRE: FOUR NEW APPROACHES**

**Chair:** Arthur Aron

**Discussants:** Elaine Hatfield

**Speakers:** Dacher Keltner, Gian Gonzaga, Lisa Diamond, Arthur Aron

*Salon F*

**D4: THE ROLE OF THE SELF IN THE STEREOTYPE-TO-BEHAVIOR LINK: PARALLELS BETWEEN STEREOTYPE THREAT AND IDEOMOTOR PROCESSES**

**Chairs:** Michael Inzlicht and Joshua Aronson

**Discussants:** Robert M. Arkin

**Speakers:** Toni Schmader, Margaret Shih, Michael Inzlicht, S. Christian Wheeler

*Salon G*

**D5: HOT NEW DEVELOPMENTS IN JUSTICE THEORIZING AND RESEARCH**

**Chairs:** Linda J. Skitka and Tom Tyler

**Speakers:** John Darley, Elizabeth Mullen, Tom R. Tyler, Kees van den Bos

*Salon D/E*

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**5:30 – 7:00 pm** **Poster Session D with Social Hour**  
*Salon H-K*

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**Saturday, January 31, 2004**

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**8:00 am – 3:00 pm**     **Pre-Registration Check-In and On-Site Registration**  
*Salon Foyer*

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**8:30 – 9:00 am**     **Continental Breakfast**  
*Salon H-K*

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**8:30 am – 7:00 pm**     **Exhibits Open**  
*Salon H-K*

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**8:30 – 9:30 am**     **Workshop: NSF Funding Opportunities and Strategies**  
**Chair:** Amber L. Story, National Science Foundation  
*Meeting Room 406*

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**8:30 – 10:00 am**     **Poster Session E**  
*Salon H-K*

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**10:15 – 11:30 am**     **Campbell Award Address & Symposia Session E**

**E1: RECYCLING THE CONCEPT OF NORMS TO PROTECT THE ENVIRONMENT**  
**Chair:** Mark Zanna, University of Waterloo

**Robert Cialdini**, Arizona State University  
Recipient of the Donald Campbell Award for Distinguished Research in Social Psychology  
*Salon C*

**E2: EXPLORING THE COMPLEXITY OF INTER-GROUP EMOTIONS, BELIEFS, AND BEHAVIOR: FOUR THEORETICAL ALTERNATIVES**

**Chair:** Steven L. Neuberg  
**Speakers:** Susan T. Fiske, Robert W. Livingston, Eliot R. Smith, Catherine A. Cottrell  
*Salon A/B*

**E3: LOVES LOST, GAMES BOTCHED, AND EXAMS BLOWN: COUNTERFACTUAL THINKING IN EVERYDAY LIFE**

**Chair:** Neal Roese  
**Speakers:** Neal Roese, Lawrence Sanna, Dale Miller, Justin Kruger  
*Salon F*

**E4: REAL WORLD PSYCHOLOGY: EXPLORING PEOPLE'S EVERYDAY LIVES**

**Chairs:** James W. Pennebaker and Matthias Mehl  
**Speakers:** William Fleeson, Matthias Mehl, Michele Tugade, Niall Bolger, Stephen Intille  
*Salon G*

**E5: ATTACHMENT, EVOLUTION, AND THE PSYCHOLOGY OF RELIGION**

**Chairs:** Pehr Granqvist and Lee A. Kirkpatrick  
**Discussants:** Phillip R. Shaver  
**Speakers:** Pehr Granqvist, Andreas Birgegard, Lee A. Kirkpatrick  
*Salon D/E*

**E6: CULTURAL VALUES, SELF, AND IDENTITY: PERSPECTIVES ON THE INTERRELATIONS AMONG THE THREE**

**Chair:** Ching Wan  
**Speakers:** Veronica Benet-Martinez, Chi-yue Chiu, Jeanne L. Tsai, Ching Wan, Cindy Wu  
*Meeting Room 400/402*

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**11:30 – 11:45 am**     **Coffee Break**  
*Salon H-K*

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**11:45 am – 1:00 pm**     **Block Award Address & Symposia Session F**

**F1: ARE THERE PHASES OF MIDDLE AGE?**  
**Chair:** Brent Roberts, University of Illinois

**Ravena Helson**, University of California, Berkeley  
Recipient of the Jack Block Award for Distinguished Research in Personality  
*Salon C*

**F2: WHAT MAKES SELF-ESTEEM? EXPLORING SOME ANTECEDENTS AND THEIR CONSEQUENCES**

**Chair:** Erika J. Koch  
**Speakers:** Erika J. Koch, Jean M. Twenge, Jennifer Crocker, Michael H. Kernis  
*Salon A/B*

**F3: CULTURE AND THE BRAIN**

**Chair:** Nalini Ambady  
**Speakers:** Denise Park, Jamshed J. Bharucha, Michael A. Zarate, Joan Chiao  
*Salon F*

**F4: THE PERILS OF ACCURACY AND INACCURACY IN RELATIONSHIPS AND SOCIAL INTERACTIONS**

**Chair:** Jeffrey A. Simpson  
**Speakers:** Sara D. Hodges, Garth J. O. Fletcher, William Ickes, Jeffrey A. Simpson  
*Salon G*

**F5: PERSONALITY ARCHITECTURE: WITHIN-PERSON CONTENT AND ORGANIZATION IN SOCIAL-COGNITIVE/AFFECTIVE SYSTEMS,**

**Chair:** Daniel Cervone  
**Speakers:** Daniel Cervone, James W. Grice, William G. Shadel, Yuichi Shoda  
*Salon D/E*

**F6: SOCIAL POWER AND GROUP PROCESSES**

**Chairs:** Markus Brauer and Theresa Vescio  
**Speakers:** Jim Sidanius, Brenda Major, Theresa Vescio, Dacher Keltner, Markus Brauer  
*Meeting Room 400/402*

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**1:00 – 1:30 pm**     **Box Lunch Served**  
*Salon H-K*

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**Saturday, January 31, 2004 (cont.)**

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**1:00 – 1:45 pm Graduate Student Roundtable**  
*Meeting Room 406*  
Hosted by the SPSP Graduate Student Committee  
President: Jennifer J. Harman, University of Connecticut

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**1:00 – 2:30 pm Poster Session F**  
*Salon H-K*

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**1:15 – 2:30 pm GASP Graduate Coffee Hour**  
Open to all  
*Meeting Room 415*

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**2:45 – 4:00 pm Forum & Symposia Session G**

**G1: FORUM: PUBLIC POLICY: CONTRIBUTIONS BY AND OPPORTUNITIES FOR SOCIAL AND PERSONALITY PSYCHOLOGY**

**Chair:** Allen M. Omoto, Claremont Graduate University & SPSP Training Committee

**Speakers:** Faye J. Crosby, Steve Drigotas, Susan T. Fiske, Cathy Cozzarelli, Heather O'Beirne Kelly  
*Salon C*

**G2: SELF-REGULATION IN SOCIAL CONTEXTS**

**Chair:** Kathleen D. Vohs

**Speakers:** Wendi Gardner, Sander L. Koole, Kathleen D. Vohs, Jennifer A. Richeson, Alan Lambert  
*Salon A/B*

**G3: YOU ARE WHO YOU KNOW: NEW PERSPECTIVES ON THE SOCIAL BASIS OF THE SELF**

**Chairs:** Stacey Sinclair and Jeffrey Huntsinger

**Discussants:** Arthur Aron

**Speakers:** Serena Chen, Stephanie Madon, Stephen Wright, Stacey Sinclair  
*Salon F*

**G4: USING THE INTERNET FOR RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY: POTENTIALS, CONCERNS, AND EVIDENCE**

**Chair:** R. Chris Fraley

**Speakers:** R. Chris Fraley, Samuel D. Gosling, Linda Skitka  
*Salon G*

**G5: UNDERSTANDING OPPOSITION TO AFFIRMATIVE ACTION: RECONCILING JUSTICE CONCERNS AND REDISTRIBUTIVE SOCIAL POLICY**

**Chair:** Brian S. Lowery

**Discussants:** Jack Dovidio

**Speakers:** Faye Crosby, Brian S. Lowery, Jim Sidanius, Ramona Bobocel  
*Salon D/E*

**G6: UNCOVERING PRINCIPLES OF SOCIAL PSYCHOLOGICAL CHANGE**

**Chair:** Dolores Albarracin

**Discussants:** Robin R. Vallacher and Andrzej Nowak

**Speakers:** Arie W. Kruglanski, Anthony Lyons, Dolores Albarracin, Robin R. Vallacher  
*Meeting Room 400/402*

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**4:00 – 4:15 pm Coffee Break**  
*Salon H-K*

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**4:15 – 5:30 pm Symposia Session H**

**H1: EMBODIED COGNITION IN SOCIAL PSYCHOLOGY**

**Chairs:** Paula Niedenthal and Lisa Feldman Barrett

**Speakers:** Lawrence W. Barsalou, Paula Niedenthal, Piotr Winkielman, Roland Neumann, Art Markman  
*Salon C*

**H2: BROADENING OUR PERSPECTIVE: NEW DIRECTIONS IN THE STUDY OF SOCIAL EXCLUSION AND ACCEPTANCE**

**Chairs:** Robert T. Hitlan and Kristine M. Kelly

**Speakers:** Kipling D. Williams, Robert T. Hitlan, Anna K. Nelson, Susan J. Markunas  
*Salon A/B*

**H3: WHEN EXTERNAL INFLUENCE IS GOOD: INSPIRATION, AWE, AND GRATITUDE**

**Chair:** Todd M. Thrash

**Speakers:** Penelope Lockwood, Todd M. Thrash, Jonathan Haidt, Michael E. McCullough  
*Salon F*

**H4: PSYCHOLOGICAL MISUNDERSTANDINGS: ERRORS IN SELF AND SOCIAL PERCEPTION AND THEIR IMPLICATIONS FOR SOCIAL CONFLICT**

**Chair:** Emily Pronin

**Speakers:** Elizabeth Dunn, Emily Pronin, Rebecca Ratner, Jeffrey Sanchez-Burks, Leaf van Boven  
*Salon G*

**H5: BUILDING ON INITIAL RESEARCH: ADVANCES IN THE STUDY OF NAME LETTER EFFECTS**

**Chairs:** Leif D. Nelson and Joseph P. Simmons

**Speakers:** Leif D. Nelson, Brett W. Pelham, C. Miguel Brendl, Dirk Wentura  
*Salon D/E*

**H6: IMPLICIT AND ALTERNATIVE ROUTES TO SYSTEM JUSTIFICATION**

**Chair:** John T. Jost

**Speakers:** Leslie Ashburn-Nardo, Nilanjana Dasgupta, Aaron C. Kay, Carolyn L. Hafer  
*Meeting Room 400/402*

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**5:30 – 7:00 pm Poster Session G with Social Hour**  
*Salon H-K*

## Poster Schedule

The following schedule indicates 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 view your poster for a longer period of time. You should plan to be at your poster from the start until the end of your formal session.

Poster Session	Date & Time	Set-up Begins	Session Begins	Session Ends	Take-down Complete
A	Thursday 1/29/04	4:30 pm	6:15 pm	7:45 pm	8:00 pm
B	Friday 1/30/04	8:00 am	8:30 am	10:00 am	11:30 am
C	Friday 1/30/04	11:30 am	1:00 pm	2:30 pm	4:00 pm
D	Friday 1/30/04	4:00 pm	5:30 pm	7:00 pm	7:30 pm
E	Saturday 1/31/04	8:00 am	8:30 am	10:00 am	11:30 am
F	Saturday 1/31/04	11:30 am	1:00 pm	2:30 pm	4:00 pm
G	Saturday 1/31/04	4:00 pm	5:30 pm	7:00 pm	7:30 pm

## SPSP Exhibitors

Allyn & Bacon

Blackwell Publishing, Inc.

Cambridge University Press

Guilford Publications

Houghton Mifflin Company

Lawrence Erlbaum Associates

McGraw-Hill

Oxford University Press

Prentice Hall

Psychology Press

Sage Publications

Wadsworth, a part of the Thomson Corporation

W. W. Norton & Company

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**Mark your calendar - the sixth annual  
Society for Personality and Social Psychology meeting  
will be held January 20-22, 2005 in New Orleans.**

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## SPSP Diversity Fund Award Recipients



**Edna Acosta-Pérez** is a fourth year graduate student in the Social Community Psychology Graduate Program at the University of Puerto Rico. She is also an APA Minority and an Affiliate Fellow of the Latino, a Research Training Program at the university. Edna has concentrated her academic and research interest in gender construction, sexuality, and HIV issues such as prevention, technology transfer, and public policy. Together with her advisor, Dr. Irma Serrano-García, Edna is exploring gender and sexuality social constructions among youngsters in Puerto Rico. After finishing her PhD, Edna plans to become a professor and to develop research at academic institution and community organizations.



**Etsuko Hoshino-Browne** was born in Japan. After immigrating to Canada in 1990, she received her undergraduate degree in psychology at the University of Waterloo. Currently she is enrolled in the social psychology Ph.D. program at the University of Waterloo and is finishing her dissertation research on cognitive dissonance from a cross-cultural perspective. Her research examines cultural influences on cognitive dissonance, social perspective taking, and self-improvement motivation. She is working with advisors Mark Zanna, Steve Spencer, and Dov Cohen and is also collaborating with Shinobu Kitayama and Ziva Kunda. Etsuko intends to pursue an academic career, through which she will continue her research while teaching as a professor in the field of social psychology, with specialization in cultural psychology.



**Jennifer Weisho Bruce** was born in Taiwan and moved to Honolulu, Hawaii at age 7. She received her B.A. in Psychology from the State University of New York at Cortland and is currently a second-year graduate student in the social psychology Ph.D. program at Purdue University. Her research focuses on individual differences in the expression of prejudice. In collaboration with her advisor, William Graziano, Jennifer has examined the link between personality characteristics and prejudice and discrimination towards the overweight. After graduate school, she plans on pursuing a career in academia and continue to conduct research and teach psychology at a mid-sized university.



**Edward Burkley** was born in Illinois and received his B.S. and M.A. from Southern Illinois University at Edwardsville. He is currently a second-year student in the social psychology Ph.D. program at the University of North Carolina at Chapel Hill. He is conducting research on various topics of the self, such as issues related to self-control and the interplay between the self and social perception. Upon receiving his degree, Edward plans to be a professor at a research university.



**Charlene Christie** was born in Kinderhook, New York. She received her bachelor's degree in psychology from Bard College in 1999 and is currently in her fifth year of study in the Social-Personality program at the University at Albany. Her research bridges the topics of stereotyping and prejudice, attitudes and social cognition, social comparison, and social identity. She is particularly interested in questions regarding individual's perceptions of traditionally stigmatized groups and individuals from both an in-group and out-group perspective. In collaboration with her advisor, Hart Blanton, she is currently conducting research examining psychometric issues central to the assessment of implicit stereotypes. Upon completion of her Ph.D. in 2004, Charlene hopes to teach and conduct her research at a college or university.



**Julie Garcia** was born and raised in Southern California. An NSF Graduate Fellowship Research Award recipient, she is currently in her fifth year in the social psychology program at the University of Michigan. Julie's will examine how contingent self-worth, identity, and expectations of rejection main research interests include self-esteem, identity, and social stigma. Julie's dissertation influence decisions to conceal or reveal a concealable stigma. Along with her advisor Jennifer Crocker, Julie has also investigated how stigmatized identities influence self-esteem and affect in different contexts. In addition, she has also done work with Monique Fleming on the influence of identity on behavior and how multiple identities impact well-being. Upon degree completion, Julie plans to teach and conduct research at a university.



**Ka-yee Leung** was born in Hong Kong. She is currently a second-year social psychology student working towards her Ph.D. at the University of Illinois, Urbana-Champaign. Her research interests focus on the inter-relationships of culture, cognition and behavior, as well as the implications of multicultural competence. Together with her advisor, Dov Cohen, Ka-yee has examined how the diverse cultural patterns between as well as within countries interact with individual cognition and behavior. In addition, Ka-yee works with Chi-yue Chiu to study how acquisition of cultural knowledge through multicultural experiences can facilitate creative problem solving and intercultural communication. Upon completion of graduate studies, she plans to pursue a career in academia to continue conducting research on culture and multicultural competence.



**Wesley Moons** was raised in Waterloo, Belgium until the age of 12 when his family moved to the United States. He attended high school in Florida and graduated from Boston College in 2001. Wesley is a second year graduate student in the social psychology program at the University of California, Santa Barbara. With Dr. Diane Mackie, he is currently doing research examining how familiarity and affect influence persuasion via changes in information processing. After graduate school, Wesley hopes to perform research and teach at an established research university.



**Christopher Motz** is a second year M.A. student in the social psychology program at Carleton University in Ottawa, Canada. His plan is to continue in the Ph.D. program at Carleton under the guidance of his current faculty adviser, Kimberly Matheson. Chris is interested in studying factors that contribute to positive changes in attitudes toward lesbian women and gay men. His longer-term plan is to continue this line of research in an academic position at a Canadian university.



**Kenji Noguchi** was born in Japan. After getting his M.A. at Nihon University in Japan, Kenji moved to the United States. He is currently a fourth-year student in the social psychology Ph. D. program at the University of Mississippi. Working with his advisor, Carol Gohm, Kenji is studying cultural and general issues concerning social cognition, interpersonal relations, attribution processes, and emotion. After graduate school, Kenji hopes to teach and conduct research at a university in the United States.



**Eden-Reneé Pruitt** received her Bachelor of Arts in the year 2000 from Wesleyan University with Departmental Honors in Psychology-Sociology. She earned a Master's of Science degree in 2003 from Tulane University. Under the guidance of Janet Ruscher, Eden-Reneé investigates racial prejudice from both the target's and perpetrator's perspective. After earning her Ph.D., Eden-Reneé intends to pursue a career in academics.



**Edith Rickett** was born in Detroit, Michigan in February of 1980. She is currently a third-year student in the social psychology Ph.D. program at the University of Chicago. With her advisor, John T. Cacioppo, Edith is studying the components and consequences of prejudice, as well as methods for its reduction. After graduate school, Edith hopes to teach and pursue research within an applied social psychology program.



**Alecia Marie Santuzzi, M.S.**, was born in Ohio in 1976. She received her B.A. in psychology in 1998 from Ohio University in Athens, Ohio. In 2001, Alecia earned her Master's degree in Psychological Sciences with a specialization in Experimental Social Psychology from Tulane University. Currently, she is a Ph.D. candidate at Tulane University with research and teaching interests in both social psychology and quantitative methods/measurement. In general, her research focuses on how both individual-level and group-level characteristics affect the behavior of stigmatized individuals. Specifically, she is interested in how such characteristics influence impressions that stigmatized individuals form about others in dyad and group situations.



**Antoinette Semenya** was born in Ghana, and immigrated to Canada when she was three years old. She is currently in her third year of the social psychology Ph.D. program at the University of Western Ontario. Antoinette's research interests lie in the areas of intergroup relations, identity, and stigma. Along with her advisor Victoria Esses, she is currently examining the ways in which perceptions of group power affect self and group processes among stigmatized group members. Upon completion of her Ph.D. in 2005, Antoinette plans to pursue an academic career at a major research university.



**Andrew Szeto** was born in Hong Kong and immigrated with his family to small town Alberta, Canada at the age of six in 1985. He attended the University of Alberta, receiving his BA Honors in Psychology in 2000. Currently, Andrew is in his second year of graduate studies in the Ph.D./M.A. psychology program at the University of Western Ontario under the supervision of Richard Sorrentino. They are conducting cross-cultural research in uncertainty orientation. Their current project, in collaboration with other Canadian and Japanese universities, is a cross-cultural investigation assessing the links between uncertainty orientation, compensatory conviction, and defensive disposition. Andrew plans to remain within the academic community, teaching and conducting research, in addition to pursuing and policy related endeavors.

# SPSP Diversity Program Overview

To increase the diversity of personality and social psychology, SPSP has created three programs to facilitate the career development of students who come from underrepresented groups. In addition, the Diversity Program has sponsored a number of relevant symposia and it will support more initiatives in the future.

1. The SPSP Mentorship Program is devoted to connecting students from underrepresented groups with a faculty mentor of students' choice with career-related questions or requests for assistance via email.

Please see: <http://www.spsp.org/mentor.htm>

2. Qualified graduate students from underrepresented groups are eligible for travel awards to attend the annual SPSP conference. This year, 90 graduate students applied for a Diversity Fund Travel Award to attend the 2004 SPSP Conference. Of these applicants, 15 Award Recipients received up to \$1000 for travel expenses.

Please see: <http://www.spsp.org/divtrav.htm>

3. One of the SPSP Diversity Funds newest initiatives encourages undergraduates to attend the SPSP conference. Qualified undergraduates can apply for registration awards that cover the cost of SPSP conference registration. Eligible students must be enrolled in an undergraduate program located within the SPSP conference host city and have completed at least one year in their undergraduate program.

Please see: <http://www.spsp.org/divreg.htm>

The SPSP Diversity Committee would like to sincerely thank individual members for their contributions to the Diversity Fund. Members may donate directly to the Diversity Program when paying the yearly SPSP membership dues. Members may also contribute by providing your ideas for additional initiatives by contacting any of the 2003/2004 SPSP Diversity Committee members (Ann Bettencourt, Greg Herek, and Michael Zarate).

SPSP thanks the following SPSP member textbook authors for approaching their publishers on behalf of the SPSP Diversity Fund: Elliot Aronson, Sharon Brehm, Marilyn Brewer, Bob Cialdini, Steve Fein, Susan Fiske, Sam Gaertner, Saul Kassin, Doug Kendrick, Diane Mackie, David Myers, Todd Nelson, Steve Neuberg, Scott Plous, Felicia Pratto, Peter Salovey, James Sidanius, Eliot Smith, Shelley Taylor, and Phil Zimbardo.

Organizations and publishers that are contributing or have contributed to the Diversity Fund include, the David and Carol Myers Foundation, McGraw-Hill, Worth Publishers, Psychology Press, Prentice Hall, Sage Publications, Guilford Publications, and Houghton Mifflin.

# Symposia Abstracts

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## Session A I

Friday, 10:15 - 11:30 am

Salon C

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### THE FUNCTIONAL SIGNIFICANCE OF POSITIVE EMOTION

**Chairs:** *Stephanie L. Brown, Kareem Johnson; University of Michigan*

**Discussant:** *Ed Diener; University of Illinois*

**Summary:** We take for granted that “happiness” and “well-being” reflect fortunes accrued from the past. Whether it is money, fame, love, good looks, or health, we typically characterize happiness as an outcome that rewards past behavior. More recently, studies grounded within the positive psychology movement have produced evidence that the experience of positive emotion may also have implications for the future. In this symposium, we present research that bears on the question: “What is the function of feeling good?” As part of our panel, Dr. Sonya Lyubomirsky will present a theory of positive emotion in which she describes how the link between success and happiness may be due, in part, to the fact that positive affect engenders later success. Dr. Barbara Fredrickson will describe the first experimental test of her broaden-and-build theory of positive emotion (Fredrickson, 1998, 2001) in which she presents evidence that positive emotions can build trait resilience. Dr. Stephanie Brown will discuss how the benefits of positive emotion may be context-dependent, and present evidence that individuals in poor health are the ones who derive the greatest benefits. Kareem Johnson will discuss potential mechanisms that underlie the social benefits of positive emotion and describe the results from 2 studies suggesting that positive emotion reduces some social barriers. Sara Algoe will present the results of a study suggesting that the effects of positive emotion depend on the type of emotion experienced (i.e., happiness compared to “other-praising” emotions, Haidt, 2003). Dr. Ed Diener will be the discussant for this panel.

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### ABSTRACTS

**IS HAPPINESS A GOOD THING? THE BENEFITS OF LONG-TERM POSITIVE AFFECT** *Sonja Lyubomirsky; University of California, Riverside* – Happy people tend to be successful people. Empirical evidence suggests that, relative to their less happy peers, happy people in Western cultures have more rewarding and longer-lasting marriages, more friends, higher incomes, superior work performance, more community involvement, better mental and physical health, and even greater longevity. I will present a theory contending that this is not merely because success leads to happiness, but because positive affect engenders success. Positive emotions signal to people that they are doing well, leading them to be active and sociable, helpful and positive towards others, flexible and productive, self-confident and optimistic, and to engage in healthy behaviors and effective coping. These characteristics, in turn, characterize happy people and lead them to be more likely to succeed at culturally valued goals. I will describe cross-sectional, longitudinal, and experimental investigations, which indicate

that positive affect relates to, precedes, and causes the adaptive characteristics and resources of happy people.

### FINDING POSITIVE MEANING AND EXPERIENCING POSITIVE EMOTIONS BUILDS RESILIENCE

*Barbara L. Fredrickson, Stephanie Brown, Michael Cohn, Anne Conway, Christine Crosby, Melissa McGivern, Joseph Mikels; University of Michigan* – The broaden-and-build theory of positive emotions (Fredrickson, 1998, 2001) leads to the hypothesis that experiencing positive emotions builds consequential personal resources. Although supported by correlational evidence, this hypothesis lacked experimental evidence - until now. Eighty-seven college students participated in a month-long study on daily experiences. Participants went to a secure website daily to describe the best, worst, or a seemingly ordinary thing that happened to them that day. They were randomly assigned to one of three groups. The Positive Meaning Group discussed the long-term benefit or good outcomes that they could envision stemming from the best, worst, or ordinary event of their day. Comparison groups either discussed the long-term harm or bad outcomes that might stem from their daily experiences, or made no additional interpretations or conjectures. Before and after our month-long experimental intervention we measured trait resilience, a trait linked to lower odds of becoming depressed, higher odds of experiencing post-crisis growth (Fredrickson, Tugade, Waugh, & Larkin, 2003), and faster cardiovascular recovery from stress (Tugade & Fredrickson, in press). Compared to other groups, over the month, those in the Positive Meaning Group reported experiencing more positive emotions, and showed increases in trait resilience. Tests of mediation confirmed that increases in trait resilience were fully accounted for by the greater positive emotions that the positive meaning intervention produced. These data support the causal direction hypothesized by the broaden-and-build theory: Positive emotions build trait resilience. We discuss implications for interventions designed to promote flourishing mental health.

### POOR HEALTH INCREASES THE BENEFITS OF POSITIVE EMOTION

*Stephanie L. Brown, Barbara Fredrickson, Michael Cohn, Anne Conway, Christine Crosby, Melissa McGivern, Joseph Mikels; University of Michigan* – Previous research links the experience of positive emotion to faster recovery from cardiovascular stress (Fredrickson, Mancuso, Branigan, & Tugade, 2000). This effect suggests that individuals who have elevated levels of stress (due to poor health for example) may be especially likely to benefit from the experience of positive emotion. To test this hypothesis, 61 college students involved in a month-long study on daily experiences were asked to report on their physical health symptoms before the study. Roughly half of these participants were randomly assigned to be in either a positive meaning intervention group or a control condition. After completing the study, participants were asked to respond to measures of their personal and social resources. Results of this study demonstrated that initial health status moderated the effectiveness of the positive meaning intervention on outcome measures. Participants in poor health had higher subjective well-being, felt a greater sense of mattering, received and provided more total support, and made more progress toward important personal goals as a function of the intervention. Similar effects were not found for participants in good health. These results are discussed in terms of the possible function of positive emotion for speeding relief from negative states.

**POSITIVE EMOTION REDUCES OWN RACE BIAS** *Kareem Johnson; University of Michigan* – Positive emotion may promote social relationships because it reduces barriers to social interaction. One such barrier is the tendency for some individuals to prefer same-race partners or friends. This tendency may be manifested as selective memory for (or attention to) members of one's own race. The interaction of induced emotional states (joy, fear, or a neutral state) with the processes involved in facial recognition, and the own-race bias (ORB) in facial recognition was investigated. In Study 1 participants were exposed to images of Japanese and White faces as part of a recognition test. Study 2 was identical to Study 1 with the substitution of Black and White faces as stimuli. The results showed that the induction of positive emotions relative to a neutral state led to improved performance on the facial recognition task, while at the same time reducing the ORB. A marked reduction in the ORB for the positive emotion condition relative to neutral was found for both Japanese and Black faces, however there was also a reduction in ORB for the Japanese (but not the Black) faces accompanying the fear induction. These results are discussed in terms of the effect of positive emotional states on enhanced holistic encoding of faces.

**ELEVATION, ADMIRATION, AND GRATITUDE SERVE OTHER-FOCUSED FUNCTIONS** *Sara B. Algoe, Jonathan Haidt; University of Virginia, Charlottesville* – People often have positive feelings as a result of others' virtuous or skillful behavior, but is it "happiness" that they are feeling? Consideration of the "other-praising" moral emotions (Haidt, 2003) of gratitude, elevation, and admiration suggests that certain positive emotions may be distinct from happiness, and may serve specific social and moral functions. In a between-subjects experiment, participants recalled and wrote about a time when someone else performed one of three positive actions (i.e., someone did something good for them, someone did something good for another, someone overcame an obstacle) or when they got something they wanted, and they had positive feelings as a result. They then gave reports about their experience on a number of specific components typical of emotional experience, including effects on their relationship with the person who caused the emotion. Results support the hypothesis that other-praising emotions are distinct from happiness and have specific other-focused response patterns. In particular, these emotions seem to cause a positive re-appraisal of the other person, leading to considerations of social alliances. This research highlights the need for investigation of specificity of positive emotions in the context in which they occur: interpersonal settings.

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## Session A2

Friday, 10:15 - 11:30 am

Salon A/B

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## NEW DIRECTIONS IN SELF-FOCUS THEORY AND RESEARCH: REVISITING THE AUSTIN ORTGEIST

**Chair:** Geoff MacDonald; University of Queensland

**Discussant:** Charles Carver; University of Miami

**Summary:** With the recent increase in research on the self, theories of self-focus have undergone development and have been applied to new areas. This symposium is meant to provide an update on these developments. Self-focus theories have the potential to help advance research on the self by increasing understanding of how the self relates to psychological processes. Three different theoretical approaches to self-focus will be presented: self-focus as cognitive consistency motivation (Silvia), self-referent encoding (Hull & Slone), and selective attention (MacDonald). Further, the breadth of the potential application of these self-focus theories will be on display with outcomes studied including

impression formation, physiological response, and security in close relationships. That this session should be hosted in Austin is particularly fortuitous, given that the University of Texas has been a home for many of the key figures in self-focus research (e.g., Wicklund, Duval, Buss, Carver, Scheier, Hull, Fenigstein). Discussant Charles Carver will help link the three theories discussed to the past, present, and future of self-focus research.

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## ABSTRACTS

### SELF-AWARENESS AND COGNITIVE CONSISTENCY MOTIVATION

*Paul J. Silvia; University of North Carolina, Greensboro* – Self-awareness enhances the tendency to reduce discrepancies between self and standards. Objective self-awareness theory (Duval & Silvia, 2001; Duval & Wicklund, 1972), as a "consistency theory," explains this effect by assuming that self-awareness increases the motivation for congruity between self and standards. A strong version of a consistency explanation, however, predicts that self-awareness would have broad effects on cognitive organization, given that standards are but one part of the self-concept. A series of experiments demonstrated broad connections between objective self-awareness and cognitive consistency processes, even when standards were not involved. When self-awareness was increased (via large mirrors and video cameras), people (1) displayed intra-self consistency in ways that did not involve standards (e.g., stronger covariance between "emotional traits" such as neuroticism and momentary experience); (2) perceived the relations between pairs of synonyms and antonyms in polarized, consistent ways; (3) put more effort into establishing internally-consistent representations (e.g., forming impressions of people with contradictory traits); and (4) appraised the congruity of targets more efficiently (e.g., judging the similarity of pairs of synonyms and antonyms more quickly and more accurately). These findings suggest that cognitive consistency motivation may be fundamental to self-awareness, and that self-standard congruity may be a special case of these broader consistency dynamics.

### CONSCIOUSNESS, NON-CONSCIOUSNESS, AND SELF-CONSCIOUSNESS: THE AUTOMATICITY OF I

*Jay G. Hull, Laurie B. Slone; Dartmouth College* – Recent research has used priming techniques to illustrate how subtle manipulations can influence individuals' judgments and behaviors. Studies in our lab have demonstrated that individual differences in private self-consciousness moderate some of these effects. We have found that individuals high in private self-consciousness are more responsive than low self-conscious individuals to implicit behavioral primes (e.g., they walk more slowly following an implicit elderly stereotype prime and behave more cooperatively following an implicit cooperative prime). In addition, high self-conscious individuals are more responsive than lows to subliminal primes (e.g., they perform better following subliminal presentation of the word "success" as opposed to "failure" and show increases in cardiovascular responses following subliminal presentation of the word "angry" and decreases following the word "relax"). Furthermore, these effects appear to be eliminated when participants become aware of the cues (e.g., when the primes are presented supraliminally). Additional research has suggested that although self-consciousness is associated with a lower threshold for conscious perception of self-relevant cues, behavior of high self-conscious individuals is guided by such cues even when they have no awareness of their presence. Our account of these findings is based in a model in which self-consciousness and self-awareness are associated with increases in self-referent encoding (Hull & Levy, 1979). Although such encoding processes do not require consciousness to influence behavior, under some circumstances they may give rise to conscious perceptions and by their inherently constructive nature they may influence the outcomes of those controlled processes that do occur.

**SELF-MYOPIA: SELF-FOCUSED ATTENTION, SELF-ESTEEM, AND FEELINGS OF SECURITY IN ROMANTIC RELATIONSHIPS** Geoff

*MacDonald; University of Queensland* – According to self-myopia theory, increases in self-focus limit the availability of non-self cues for decision making. Thus, increased attention to self should result in individuals' own evaluations of their worthiness in close relationships overshadowing other sources of information (e.g., a partner's past reassurances) when making judgments about the relationship. This hypothesis has been supported by correlational and experimental research, and the current study aimed to combine and replicate these approaches. In a mass testing session, participants in close relationships completed measures of two types of self-focus – internal state awareness (attention to self) and self-reflectiveness (thoughts about self). Participants were randomly assigned to evaluate their relationship in either the presence or absence of a mirror. As predicted, those with high self-esteem in the mirror condition reported increased relationship security, while those with low self-esteem reported a decrease. A similar pattern was found for measures of partner evaluations, satisfaction, trust, conflict recall, and the importance of the relationship for identity. High levels of internal state awareness appeared to have an effect similar to being exposed to a mirror. The combination of high self-esteem and high internal state awareness was related to improved relationship security, partner evaluations, trust, and reliance on the relationship for identity. This combination was also related to reduced justification of relationship aggression. These results support self-myopia theory. Concluding remarks will address the relation of self-myopia to other theories of self-focus, and future research directions.

**RE-REPRESENTING EXPERIENCE: DISSOCIATIONS BETWEEN CONSCIOUSNESS AND META-CONSCIOUSNESS** Jonathan W.

*Schooler; University of Pittsburgh* – Although it generally seems that we are aware of the contents of experience, various situations illustrate dissociations between having an experience and knowing that one is having that experience. Such dissociations are exemplified by the situation of suddenly realizing that your mind has wandered while reading. While the contents of such mind-wandering episodes are certainly experienced, the explicit awareness that one's mind has wandered appears temporarily absent. The occurrence of experiences without their explicit recognition, illustrates the value of distinguishing between consciousness and the explicit awareness of the contents of consciousness (meta-consciousness). In this talk I suggest a basic characterization of the relationship between non-conscious, conscious and meta-conscious in which it is assumed that conscious and non-conscious cognitive activities occur continuously throughout our waking hours, as do various low level non-conscious monitoring processes. Periodically, however, attention is explicitly directed towards assessing the contents of experience. The resulting meta-consciousness involves an explicit re-representation of consciousness in which one interprets, describes, or otherwise characterizes the state of one's mind. Two types of dissociations follow from the claim that meta-consciousness involves the intermittent re-representation of the contents of consciousness. Temporal dissociations occur when meta-consciousness is directed towards an experience that previously occurred in the absence of explicit awareness. The case of catching your mind wandering during reading illustrates a temporal dissociation. Once meta-consciousness is triggered, translation dissociations may occur if the re-representation process misrepresents the original experience. Such dissociations are particularly likely when one verbally reflects on non-verbal experiences or attempts to take stock of ambiguous experiences.

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**Session A3**

**Friday, 10:15 - 11:30 am**

**Salon F**

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**SUPPORT IN CLOSE RELATIONSHIPS: WHEN ARE INTIMATES MOST LIKELY TO ENGAGE IN SUPPORTIVE BEHAVIORS?**

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

**Summary:** Relationship quality depends, in part, on intimates' ability and willingness to engage in behaviors that promote the partner and the relationship. In particular, the manner in which intimates support the partner and the relationship consistently has been associated with greater relationship satisfaction and better relationship outcomes. The understanding of support processes in relationships, however, is complicated by the fact that relationships provide individuals myriad opportunities to engage in supportive behaviors. What circumstances enhance or reduce the likelihood that intimates will engage in behaviors that support the partner and the relationship? This symposium brings together research using a variety of methodologies to examine the conditions that promote supportive behaviors in close relationships. First, Cutrona will draw from observational data to address the types of elicitation strategies most effective in garnering support from a partner. Second, Neff and Karney will present observational and daily diary data suggesting that husbands and wives may differentially alter their support provision according to the level of stress their partner is experiencing. Third, Collins and colleagues will describe experimental data indicating that support provision is associated with levels of interdependence within the relationship. Finally, Burton and Lydon will draw from a series of experimental priming studies to discuss how the salience of the relationship can affect the enactment of pro-relationship behaviors. Together, these presentations provide a large-scale picture of the various contexts and circumstances associated with support behaviors in relationships.

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**ABSTRACTS**

**SOCIAL SUPPORT ELICITATION IN COUPLES: WHAT WORKS?** Carolyn E. Cutrona; Iowa State University

– Social support from one's spouse or intimate partner is a valuable resource. Because social support from the spouse is so important to well-being, it is important to prevent or minimize failures of support. Support transactions between partners are sometimes disappointing and can even make the support seeker feel worse (Allen, 1997). When individuals desire support from their spouse, many factors influence whether or not their support needs will be met. One factor that affects support transactions that has received relatively little attention is the method used by the stressed individual to communicate his or her need for support. The current study was conducted to determine which specific support elicitation strategies are most likely to lead to social support from the spouse. Sixty-eight married couples were videotaped while engaging in a social support interaction task. We coded the elicitation strategies used by the support-seeker using the Social Support Elicitation Behavior Code (Cutrona et al., 1990; Jensen, 2001). We coded the social support offered by the support-provider using the Social Support Behavior Code (Suh, Cutrona, Jensen, & Krebs, in press). Using time series analysis, we identified contingencies between specific elicitation strategies and specific supportive and non-supportive responses. For example, self-evaluative statements predicted nurturant support from the spouse. Problem-solving statements predicted instrumental support from the spouse. Negative statements about the partner predicted negative behavior from the spouse. Positive statements about the partner predicted both nurturant and instrumental sup-

port from the spouse. Theoretical and clinical implications of findings will be discussed.

#### **SOCIAL SUPPORT IN CONTEXT: WHEN ARE HUSBANDS AND WIVES MOST LIKELY TO SUPPORT THEIR PARTNERS?**

*Lisa A. Neff, Benjamin R. Karney; University of Florida* – Spouses often report that wives are better support providers than are husbands. Yet studies actually observing spouses' supportive interactions have challenged this perception, finding no differences between husbands' and wives' support provision behaviors. This paper attempts to reconcile these findings by suggesting husbands and wives may differ, not in their skills at providing quality support, but in their responsiveness to their partners' changing support needs over time. In other words, though husbands and wives may not differ in how they support their partners, they may differ in when they choose to offer that support. Two studies of married couples were conducted to clarify the circumstances under which husbands and wives are more or less likely to provide support to their partners. The first study examined spouses' stress level and their partners' observed supportive behaviors assessed in a lab interaction task. The second study examined the within-subjects association between changes in spouses' stress level and changes their perceptions of support received from a partner over time through a seven-day daily diary task. Results of both studies revealed that, though husbands and wives did not differ on average in the quality or amount of support they provided to their partners, they did differ in when they provided that support. As husbands experienced more stress, wives increased their support to meet their husband's needs. Conversely, as wives experienced more stress, their husbands became less supportive. These findings highlight the importance of distinguishing between skill and responsiveness when examining support provision.

#### **RESPONDING TO NEED IN INTIMATE RELATIONSHIPS: THE ROLE OF INTERDEPENDENCE**

*Nancy Collins<sup>1</sup>, AnaMarie Guichard<sup>1</sup>, Maire Ford<sup>1</sup>, Brooke Feeney<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>Carnegie Mellon University* – Social support plays a critical role in the development and maintenance of intimate relationships, but romantic partners differ greatly in their willingness and ability to provide responsive support to one another in times of need. This study examined the role of relationship interdependence in the provision of social support to one's romantic partner. We hypothesized that individuals who are higher in interdependence (who feel emotionally and cognitively close to their partners, and who are highly committed to their relationship) would feel more responsible for their partner's well-being and would provide more responsive support to their partner in a stressful situation. To test this hypothesis, we brought couples 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 about the speech task (high need condition) or not at all distressed (low need condition). Finally, we assessed the support-provider's cognitive, emotional, and behavioral responses to their partner's situation using explicit and implicit measures of social support. Results revealed that support providers who were higher in interdependence were more responsive to their partner's needs; they experienced higher levels of empathy, were more cognitively focused on their partner, and provided more emotional support. These data suggest that interdependence increase one's motivation and ability to respond to the needs of one's partner, and provides insights into some possible mechanisms that may explain this association.

#### **PRIMING RELATIONSHIP IDENTIFICATION TO INCREASE RELATIONSHIP SUPPORTIVE BEHAVIOR**

*Kimberly D. Burton, John E. Lydon; McGill University* – Substantial research has demonstrated that members of committed romantic couples employ strategies that help to preserve their relationships. For example, they devalue the attractiveness of potential alternative partners, are willing to make sacrifices for the

good of their relationships, and see their partners more positively than their partners see themselves. Under normal circumstances, the use of these strategies, known as relationship maintenance behaviors, has been found to be a function of one's relationship commitment and satisfaction. Such findings led us to investigate whether or not it is possible to experimentally create circumstances that might promote relationship maintenance behavior. In a series of studies, some participants were asked to first think about their romantic relationships before being given the opportunity to engage in relationship maintenance. Results revealed that, relative to controls, women in the experimental condition showed significant increases in three different relationship maintenance behaviors, but that there were no effects for men. Simply asking women to think about their relationship attitudes or some factual information about their relationships, was sufficient to lead them to show increases in the accommodation of their partners' transgressions, and the avoidance of attractive alternatives in virtual reality, as well as decreases in negative attributions for their partners' poor behaviors. An explanation for this phenomenon and why it is not seen in men will be proposed. In addition, possible uses of the findings, as well as implications for future research will be discussed.

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### **Session A4**

**Friday, 10:15 - 11:30 am**

**Salon G**

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## **ENVIRONMENTAL AND BEHAVIORAL EXPRESSION OF PERSONALITY**

**Chairs:** *Marc A. Brackett<sup>1</sup>, Sam Gosling<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>University of Texas at Austin*

**Discussant:** *David Funder; University of California, Riverside*

**Summary:** Personality is often defined as the pattern or organization of a person's thoughts, emotions, and behavior (Allport, 1961; Funder, 2001). However, personality psychologists have primarily focused on the internal, psychological structure and dynamics of the individual, while paying little attention to how personality is expressed in everyday environments and behaviors.

This symposium examines innovative ways of measuring and analyzing environments and behaviors to improve our understanding of how personality is revealed in everyday life. Mayer sets the tone by discussing a new classification system that organizes and distinguishes among various types of data used by personality psychologists. Brackett presents a new taxonomy of the Life Space, which organizes and measures college students' personal surroundings, daily activities, and group memberships. He also shows how the Life Space can be used to understand the social significance of personality traits such as Openness to Experience. Vazire discusses the validity of environmental assessments for a variety of constructs, including intelligence, values, and personality traits. She also shows that impressions are consistent across judges and different environments. Nezelek describes both a conceptual framework and an analytic framework that can be used to understand relationships among traits, states, situations, and behaviors. He will also show how multilevel random coefficient modeling can be used to examine these relationships. Finally, Funder will integrate the key themes that unify the talks. Together the talks in this symposium reflect original research that focuses the on environmental and behavioral expression of personality.



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## ABSTRACTS

### **A CLASSIFICATION SYSTEM FOR THE DATA OF PERSONALITY PSYCHOLOGY AND ADJOINING FIELDS.**

*John D. Mayer, University of New Hampshire* – Personality and social psychologists often criticize one another – and are often criticized by others – for using self-report data. The category of self-report data is, in fact, so large and diverse, that treatment of it – and criticisms of it – as a single class of information is likely to be misguided much of the time. After all, self-report potentially includes reports on one's current emotions, one's self-esteem, what one believes to be the answer to an achievement test item, or, what the weather is like. Each of these self-reports is, in important ways, different in terms of the information it draws on and refers to. To create a better alternative to the self-report category, classifications of data that have been employed in the past are reviewed; these classifications are of two general types. Person-centered classifications distinguish among data from observers, from self-report, or from experimental procedures. Test-centered classifications distinguish between mental ability and personality data. A new classification system is proposed. Data about personality are first divided according to whether they originate outside of the personality system (external report data) or inside it (personal report data). Personal report data are divided into life-, world-, self-, and process-report data. Data are further subdivided by the mental processes that produce each type (e.g., convergent thinking, divergent thinking, etc.), and then connected to the measurement procedures that elicit the specific type. Finally, an informal review of correlations among data types suggests that these different kinds of data really do behave differently. The other presentations in this symposium further underscore this point.

### **CONCEPTUALIZING AND MEASURING THE LIFE SPACE AND ITS RELATION TO OPENNESS TO EXPERIENCE**

*Marc Brackett, Yale University* – The Life Space is divided into four domains that surround personality, which broadly encompass a person's biological foundations, owned possessions, daily interactions and activities, and group memberships. In the first part of my talk, I will discuss the development of a new measure of the Life Space (the College Student Life Space Scale). Factor analysis of the items within each Life Space domain resulted in 96 meaningful and reliable factor-based scales that provided a rich description of college students' personal surroundings and everyday behavior. A second-order (hierarchical) factor analysis of the first-order scales resulted in seven global Life Space dimensions. The results of this study replicated and expanded upon previous research on the structure of the Life Space for college students. The second part of my talk will focus on a study in which the first- and second-order Life Space scales were used to test the criterion validity of Openness to Experience (Openness). The results of this study supported the criterion validity or social significance of Openness. Openness was associated with over 50 conceptually related aspects of the Life Space, including ownership of specific types of music and books, various leisure activities such as frequenting art museums and the creation of artistic objects, and group memberships, including performing arts organizations. I will end my talk with a short discussion on the importance of a more detailed and comprehensive approach to studying personality within the context of the external systems that surround the person.

### **ENVIRONMENTAL ASSESSMENTS OF PERSONALITY**

*Simine Vazire, Samuel D. Gosling; University of Texas, Austin* – Gosling et al.'s model of person environment interactions predicts that an individual's personality, abilities, preferences, and values will be manifested in the spaces in which he or she dwells. This suggests that environments can be used as an unobtrusive method of assessing individuals. Previous research has supported the idea of environmental assessments in the domain of personality, especially for the Big Five traits of Openness and Conscientiousness. The research presented in this talk extends the idea of

environmental assessments in two ways. First, we examine whether environmental assessments are valid for constructs such as abilities (e.g., intelligence), attributes (e.g., attractiveness), well-being (e.g., job satisfaction), and values (e.g., political orientation), as well as personality. Second, we test the generalizability of the assessments. If environmental assessments are indeed valid, the impressions elicited should be consistent across judges and across environments. We report a new study in which target individuals' offices were assessed before and after moving from one location to another. Specifically, 10 judges assessed the characteristics of Psychology faculty and staff members at the University of Texas at Austin a month before the department moved to a new building. Five months after the move, a different group of 15 judges assessed the same targets based on their new offices. Judges' ratings were consensual, accurate, and consistent across the two assessments. These findings support the role of environmental assessments for both personality and non-personality constructs, and support their generalizability across judges and spaces.

### **A MULTILEVEL FRAMEWORK FOR UNDERSTANDING RELATIONSHIPS AMONG TRAITS, STATES, SITUATIONS, AND BEHAVIORS**

*John Nezlek; College of William & Mary* – The use of intensive repeated measures designs (multiple assessments of the same person across numerous situations and times) by personality psychologists has increased considerably over time. Unfortunately, this increase has not been accompanied by the development of comprehensive and coherent frameworks for analyzing the data produced by such studies. In my talk I will describe a conceptual framework conceptual and accompanying analytic framework that can be used to understand relationships among traits, states, situations, and behaviors. The framework assumes that such relationships can be understood in terms of four primary questions. (1) What are the relationships between trait and state level constructs, which include psychological states themselves, the situations people experience, and behavior? (2) What are the relationships between psychological states, between states and situations, and between states and behaviors, taking trait level differences in these measures into account? (3) How do such state level relationships vary as a function of trait level individual differences? (4) How do the relationships that are the focus of questions 1, 2, and 3 change across time? The analytic framework describes how to use multilevel random coefficient modeling to examine such relationships. The framework can accommodate different definitions of traits and dispositions (Allportian, processing styles, profiles, etc.) and different ways of conceptualizing relationships between states and traits (aggregationist, interactionist, etc.). Examples of the application of these techniques will be presented.

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## Session A5

Friday, 10:15 - 11:30 am

Salon D/E

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## CHANGE IN IMPLICIT VERSUS EXPLICIT ATTITUDES

**Chairs:** *Richard E. Petty*<sup>1</sup>, *Pablo Briñol*<sup>2</sup>; <sup>1</sup>*Ohio State University*, <sup>2</sup>*Universidad Autonoma de Madrid*

**Discussant:** *Patricia Devine; University of Wisconsin-Madison*

**Summary:** People hold implicit attitudes of which they are relatively unaware as well as more conscious attitudes. Traditionally, implicit evaluations have been assumed to be more stable and resistant to change than explicit attitudes. Some recent research, however, suggests that implicit attitudes can sometimes be more malleable than explicit ones.

This symposium addresses this issue. In the first paper, Briñol, Petty, Barden, & Horcajo demonstrate that implicit attitudes are relatively vulnerable to persuasive messages when they contain compelling arguments and people are motivated to process their content carefully. Moderators and mediators of change in implicit attitudes are described and conditions under which implicit attitudes can change more than explicit ones are noted. In the second paper, Ottati, May, Coats, DeCoster, and Smith provide additional evidence of the dissociation between implicit and explicit attitudes, but in the opposite direction. In their studies, explicit attitudes varied as a function of the direction of new information whereas implicit attitudes remained unaffected. In the third paper, Gawronski and Strack find that explicit but not implicit attitudes changed in a classic dissonance paradigm. In the last paper, Nosek examines four moderators of these potential discrepancies: self-presentation, attitude strength, self-culture conflicts, and attitude polarity. Together, the studies in this symposium suggest that either implicit or explicit attitudes can be more easily changed, and the specific conditions producing these effects are examined.

## ABSTRACTS

**CHANGING AUTOMATIC ATTITUDES WITH PERSUASIVE MESSAGES** Pablo Briñol<sup>1</sup>, Richard E. Petty<sup>2</sup>, Jamie Barden<sup>2</sup>, Javier Horcajo<sup>1</sup>; <sup>1</sup>Universidad Autónoma de Madrid, <sup>2</sup>Ohio State University – Relative to explicit attitudes, implicit attitudes refers to automatic evaluations that are faster, less conscious, and less likely to be controlled by individuals. Since implicit attitudes have been thought to result from multiple experiences and repeated associations, it has been traditionally assumed that they are relatively immutable, stable and resistant to change compared to explicit attitudes. However, recent research has suggested that implicit attitudes can be malleable and sensitive to a variety of contextual influences. Most prior research has suggested that implicit attitude change is most likely with repeated presentations of simple stimuli as in classical conditioning. Extending this work, the present research shows that implicit measures of attitudes can also be sensitive to changes induced by single exposures to strong persuasive messages under high elaboration conditions. The present research also demonstrates that automatic evaluations can be affected by persuasive messages even when explicit attitudes fail to evidence any persuasive impact. Further consequences of changes in implicit attitudes are examined by assessing the potential reorganization of other automatic associations between the attitude object and related constructs. For example, in a separate study we predicted and found that the more change obtained in implicit attitudes, the greater the automatic association became between the transformed attitude object and the self.

**AUTOMATIC EVALUATION OF PREVIOUSLY KNOWN AND RECENTLY ENCOUNTERED ATTITUDE OBJECTS** Victor C. Ottati<sup>1</sup>, Lynda Mae<sup>2</sup>, Susan Coats<sup>3</sup>, Jamie DeCoster<sup>4</sup>, Eliot R. Smith<sup>5</sup>; <sup>1</sup>Loyola University Chicago, <sup>2</sup>University of Southern Mississippi, <sup>3</sup>Southeastern Louisiana University, <sup>4</sup>Free University, <sup>5</sup>Indiana University – Research within social psychology suggests that explicit judgments regarding an object are based upon (1) long term, chronically accessible information that has been frequently associated with the object, and (2) temporarily accessible information that has been recently activated. The present work operates on the assumption that the same is true for implicit social judgments. Specifically, it was assumed that implicit attitude judgments are determined in part by chronically accessible attitudes that are associated with the attitude object, and partly by information that has been recently activated. However, we hypothesized that, in comparison to explicit evaluative judgments, implicit evaluations are more likely to be based upon chronically accessible information and less likely to be based upon recently acquired (or activated) information. Three experiments tested this hypothesis by comparing evaluations of previously known objects (e.g., “poison”) to evaluations of recently encountered objects (e.g., a pre-

viously unknown target person who has been recently encountered). Results indicated that explicit evaluations varied as a function of the valence of both previously known and recently encountered attitude objects. However, implicit evaluative priming effects (using a subliminal prime exposure) occurred only for the previously known objects. Thus, in comparison to explicit attitude judgments, implicit evaluations were more likely to be determined by chronically accessible information and less likely to be determined by recently acquired (or activated) information.

## ON THE PROPOSITIONAL NATURE OF COGNITIVE CONSISTENCY: DISSONANCE CHANGES EXPLICIT, BUT NOT IMPLICIT ATTITUDES

Bertram Gawronski<sup>1</sup>, Fritz Strack<sup>2</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>University of Wuerzburg – Previous research has consistently shown that people change their personal attitudes in order to reduce uncomfortable feelings of cognitive dissonance. Drawing on the distinction between associative and propositional modes of information processing (e.g., Sloman, 1996; Smith & DeCoster, 2000), it is argued that both the cause of dissonance experiences and the process of dissonance reduction are inherently propositional. Hence, dissonance-related attitude changes were expected to emerge only for higher-order propositional evaluations (i.e., explicit attitudes), but not for low-level associative evaluations (i.e., implicit attitudes). Results from two studies generally support these assumptions. Employing the induced compliance paradigm, participants wrote a counterattitudinal essay under conditions of either high or low perceived situational pressure; control participants did not write an essay. Consistent with dissonance theory, results indicated a more favorable explicit attitude toward the initially counterattitudinal position when perceived situational pressure was low, but not when it was high. Implicit attitudes, however, were unaffected by dissonance manipulations. Moreover, explicit attitudes were significantly related to implicit attitudes under high perceived situational pressure and control conditions, but not when perceived situational pressure was low. Taken together, these results indicate that people rely on their chronic evaluative associations when judging an attitude object, unless a drive to reduce cognitive dissonance promotes a different attitudinal judgment.

## THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT ATTITUDES

Brian Nosek; University of Virginia – Explicit attitude measures tap preferences that are the products of introspection and are endorsed by the respondent. In contrast, implicit attitude measures are assumed to reflect associations that are not available to conscious awareness or conscious control. This talk will examine the nature of the relationship between these two modes of attitude assessment, with a particular emphasis on implications of the relationship for attitude change. In an Internet study, 58 attitude objects were examined to identify moderators of the relationship between implicit and explicit attitudes. Four classes of prospective moderators were tested: (1) self-presentation - the intentional alteration of a response before expression, (2) attitude strength - attitude importance, stability, and elaboration, (3) self-culture discrepancies - the degree to which one's own attitude is thought to be discrepant from the average person's, and (4) attitude polarity - the degree to which liking for one attitude object implies disliking of another attitude object. Results suggest that about 50% of the variability in implicit-explicit correspondence across attitude objects can be explained by this small set of moderators. Further, the factors that moderate correspondence between implicit and explicit attitudes may be functionally related to the conditions required for implicit attitude change. For example, in a recent laboratory study, an attitude elaboration exercise increased implicit-explicit correspondence and appears to have done so by shifting implicit attitude responses to be more consistent with explicit ones.

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**Session A6**  
**Friday, 10:15 - 11:30 am**  
**Meeting Room 400/402**

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**SOCIOCULTURAL APPROACHES TO RACISM AND SEXISM: IMPLICATIONS FOR THEORY AND PRACTICE**

**Chair:** Glenn Adams; *University of Kansas*

**Discussant:** Hazel Rose Markus; *Stanford University*

**Summary:** Dominant perspectives on racism and sexism in the field of social psychology often locate discrimination and oppression in individual prejudices and stereotypes. However, racism and sexism also reside in the cultural products and common-ground understandings that make up everyday realities. To complement these dominant perspectives, the present symposium takes a sociocultural approach to racism and sexism. The presentations consider how cultural and historical legacies of racism and sexism can be sufficient to influence experience and reproduce discrimination-like outcomes, regardless of individual prejudices and stereotypes. The first two presentations examine how legacies of racism embedded in cultural products like team mascots (Fryberg) and representations of intergroup histories (Goff, Knowles, & Shepherd) affect self-experience and social perception among American Indian and White American students, respectively. The last two presentations examine how suspicions about bias (Cohen, Walton, & Garcia) and the mere suggestion that one's instructor might be sexist (Adams & Garcia)—both made plausible by historical realities of discrimination—can elicit negative outcomes, even in situations from which differential treatment is absent. The discussion focuses on implications of this perspective, not only for social psychological theory (e.g., the dialectical relationship between individual psyche and sociocultural realities), but also for legal definitions of discrimination and policy interventions designed to combat the lingering effects of racism and sexism.

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**ABSTRACTS**

**"WE'RE HONORING INDIANS": THE IMPACT OF USING AMERICAN INDIANS AS MASCOTS** *Stephanie Fryberg; Stanford University* – This research investigates the psychological consequences of using American Indians as mascots. In Studies 1 and 2, American Indian adolescents were either primed or not with an image of Chief Wahoo (mascot of the Cleveland Indians Major League baseball team). Participants then completed self-esteem and community efficacy questionnaires. Results revealed that participants in the mascot condition reported lower self-esteem and collective efficacy than did participants in the no-mascot condition. Moreover, participants who expressed support for the use of American Indians as mascots reported lower community efficacy scores than those who did not express support. In Study 3, American Indians attending a predominantly American Indian university (Haskell Indian Nations University) were either primed with an image of one of three American Indian mascots (Chief Wahoo, Chief Iliniwek of the University of Illinois, or their own, Haskell Indian mascot), or were not primed with any mascot (control condition). Results revealed no differences between the mascot conditions; however, participants in the mascot conditions reported significantly fewer achievement-related possible selves than did participants in the control condition. Finally, in Study 4, European Americans were either primed or not with an image of Chief Wahoo. They then completed a self-esteem measure. Unlike earlier studies with American Indian participants, European Americans participants in the mascot condition reported higher self-esteem than did Euro-

pean American participants in the control condition. Results suggest that the use of American Indian mascots has different consequences for the psychological functioning among people from American Indian and European-American communities.

**NAVIGATING HISTORIES: HOW REPRESENTATIONS OF INTERGROUP HISTORY SHAPE RACIAL ATTITUDES AND THE SELF**

*Phillip Atiba Goff, Eric D. Knowles, Hana R. Shepherd; Stanford University* – Recent research in social psychology has emphasized how the experience of being the target of stereotypes, or even the mere threat of this experience, can influence an individual's behaviors and attitudes. In the present study, we extend this research on the impact of stereotypes to the impact of intergroup histories. Because certain intergroup histories call to mind specific group-based stereotypes, we hypothesized that representations of intergroup histories would become salient when participants anticipated interracial interactions, and in turn would influence self-perception, self-esteem, and racial attitudes. In support of this hypothesis, results revealed that Whites' self-perception (as measured by racial disidentification), self-esteem, and attitudes about the nature of racial discrimination were influenced by the specific race of their anticipated conversation partner. Using implicit and explicit measures, we found that a history of intergroup discrimination came to the minds of Whites anticipating a conversation about race with a Black partner. This historical representation, in turn, caused Whites to be concerned with appearing racist, resulting in higher racial disidentification, lower self-esteem, and lower estimates of discrimination's impact on minorities. For Whites interacting with Asians, however, no such history came to mind, resulting in relatively lower levels of White racial disidentification, higher self-esteem and higher estimates of discrimination's impact on minorities. Results suggest that cultural legacies of racism and intergroup contact, embedded in representations of intergroup histories, can influence intergroup conflict, attitudes, and the construction of self.

**THE TRUST GAP: THE EFFECT OF STIGMATIZATION ON ACADEMIC EXPERIENCE**

*Geoffrey Cohen, Greg Walton, Julio Garcia; Yale University* – Our research posits that stigmatization erodes social trust and thereby undermines intellectual attainment. In a longitudinal study, high school students of color perceived more teacher bias than did nonminority students. Perceived bias, in turn, proved among the strongest predictors of lower minority student GPA, controlling for baseline performance and other variables. In a series of experiments, students from various stereotyped groups (e.g., Black students, female science majors) received critical feedback on an assignment ostensibly from a professor of the majority group. They rated that feedback as more biased than did nonstereotyped students and also improved their performance less. Stigmatization is ameliorated by interventions that convey social acceptance and thereby create trust. When critical feedback was accompanied by the professor's acknowledgement of the recipient's capacity to reach a higher intellectual standard, female science majors suspected less bias and performance rose to equal that of men. Another intervention encouraged minority freshman to attribute doubts about "fitting in" to the difficulty of the college transition rather than to their minority status. Relative to a control, the intervention improved students' sense of social acceptance and academic self-efficacy, and, over the subsequent week, their self-perceptions were more inoculated against daily stressors. Academic activity-rates of office hour attendance and participation in group study-also increased. Such interventions have no effect on majority group members (e.g., White students, men), who more readily assume their social acceptance in intellectual contexts. Discussion focuses on the role of trust in mediating the maintenance of motivation over time and across groups.

**DETRIMENTAL EFFECTS OF A SUGGESTION OF SEXISM IN AN INSTRUCTION INTERACTION**

*Glenn Adams, Donna M. Garcia; University of Kansas* – Social-psychological explanations for women's underperformance in stereotyped domains have typically emphasized

direct forms of differential treatment like structural barriers, gendered socialization practices, or blatant discrimination from instructors. In contrast, a sociocultural perspective suggests that the negative consequences of sexism are not limited to these direct forms of differential treatment. Instead, awareness of the potential for devaluation may be sufficient to produce negative outcomes, even in situations from which differential treatment is absent. To investigate this possibility, the present research tested the hypothesis that the mere suggestion of sexism, even in the absence of differential treatment, can be sufficient to harm women's experience of an instructions situation. Women in 3 experiments reported for a logic tutorial and were either exposed or not exposed to the suggestion that a male instructor seemed sexist. Results revealed that women who were exposed to the suggestion of sexism reported a less positive experience of the instruction situation, performed worse on a logic test, and rated the instructor as less competent than did participants in all other conditions. These included women who were not exposed to the suggestion (all studies), men exposed to a suggestion that a male instructor seemed sexist (Study 2) and men exposed to a suggestion that a female instructor seemed sexist (Study 3). Results suggest the need to expand conceptions of sexist harm beyond direct acts of differential treatment to include more indirect effects of a sociocultural environment that renders suggestions of sexism plausible and threatening.

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### Session B1

Friday, 11:45 am - 1:00 pm

Salon C

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#### SPSP PRESIDENTIAL ADDRESS

*Hazel Rose Markus, Stanford University*

**“Social and Personality Psychology: Made in the USA”**

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### Session B2

Friday, 11:45 am - 1:00 pm

Salon A/B

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#### CURRENT DIRECTIONS IN RESEARCH ON SELF-CONSCIOUS EMOTIONS

**Chairs:** *Jessica L. Tracy, Richard W. Robins; University of California, Davis*

**Summary:** With affective science at the forefront of psychology, and research on the self rapidly expanding, the time is ripe to devote greater attention to self-conscious emotions. Emotions such as shame and guilt play a central role in motivating and regulating behavior; they drive people to work hard in achievement contexts, and to act in socially appropriate ways in their interpersonal interactions and relationships. Yet, despite their centrality to psychological functioning, self-conscious emotions have received relatively little attention from emotion researchers, who have focused instead on the so-called “basic” emotions like fear and joy. Self researchers have also de-emphasized self-conscious emotions, focusing on generalized positive and negative affect rather than specific emotions like pride, which are more directly relevant to self-evaluative processes.

The papers in this symposium provide an overview of current research on self-conscious emotions, and illustrate the interdisciplinary nature of this area. Tracy and Robins explore the expression and conceptual

structure of pride, and discuss the extent to which this emotion is similar to basic emotions. Tangney, Stuewig, Mashek, Hastings, and Kendall examine the relevance of self-conscious emotions to criminology and psychopathology, and demonstrate that shame and guilt, two seemingly similar emotions, may have widely divergent implications for incarcerated felons. Kemeny discusses the role of the immune system in the shame response, and shows how this response can be maladaptive over time, negatively impacting the disease course of HIV. Finally, Tsai takes a cross-cultural perspective, comparing the experience and expression of shame in Asian-American vs. European-American individuals.

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#### ABSTRACTS

##### THE NATURE OF PRIDE: EXPRESSION AND CONCEPTUAL STRUCTURE

*Jessica L. Tracy, Richard W. Robins; University of California, Davis* – Emotion researchers have distinguished between two classes of emotions: (1) the “basic,” evolved emotions such as fear and joy; and (2) the more socially oriented self-conscious emotions. In this presentation, we describe a series of studies showing that one self-conscious emotion—pride—has a number of features in common with the basic emotions. Specifically, we present evidence that pride has a distinct, nonverbal expression, which can be recognized very quickly in what may be an automatic process, and which can be recognized by children as young as 4 years. These findings are consistent with the idea that the pride expression, like the basic emotion expressions, is an evolved part of human nature. Additional studies, however, suggest that pride is also different from the basic emotions. First, it is elicited by more complex cognitive processes, involving appraisals and attributions about one's identity. Second, analyses of pride's conceptual structure indicate two semantically and experientially distinct clusters. These clusters, labeled “achievement-oriented” and “hubristic” pride, may have divergent correlates and consequences. Overall, our research suggests that pride may be an evolved response, but that it differs in important ways from the basic emotions. One possibility is that pride evolved to serve a specifically social function; it may help maintain and enhance an individual's status by reinforcing pro-social behaviors and drawing attention to the individual's success.

##### INDIVIDUAL DIFFERENCES IN MORAL EMOTION AMONG FELONY OFFENDERS

*June Price Tangney, Jeffrey Stuewig, Deborah Mashek, Mark Hastings, Stephanie Kendall; George Mason University* – Do criminals generally show an absence of moral emotions? Or, are there reliable individual differences within this population? If so, does the propensity to experience shame and/or guilt serve the same functions as in conventional samples? Results indicate substantial and reliable variance in both proneness to shame and guilt (measured with the TOSCA-SD) among 276 felony inmates in a suburban adult detention center. The correlation between shame and guilt was low, indicating that these are distinct dimensions, not merely measures of generalized negative affect. Shame and guilt were only modestly related to indices of impression management, allaying concerns about social desirability bias. The emotional and behavioral correlates of these moral emotions were remarkably similar to those observed in non-criminal samples. Guilt was positively associated with empathy, negatively associated with aggression and blaming others, and unrelated to psychological symptoms. In contrast, shame was positively associated with externalization of blame substance abuse, and a range of psychological symptoms. This study also provides a first look at the relationship of moral emotional style to indices of psychopathy and related patterns of thinking. Proneness to guilt was negatively related to criminogenic beliefs and clinicians' ratings of a criminal lifestyle (PCL: SV Part 2). Proneness to shame was positively related to several types of criminogenic beliefs, and marginally to clinicians' ratings of psychopathic personality features (PCL: SV Part 1). Policy and treatment implications will be discussed.

## **THE PHYSIOLOGICAL IMPACT OF THREATS TO THE SOCIAL SELF AND SHAME**

*Margaret Kemeny, Tara Gruenewald, Sally Dickerson; University of California, San Francisco* – According to the presenter's Social Self-Preservation Theory, shame and other self-related psychological states influence hormonal and immunological responses, and therefore have important health consequences. Specifically, shame is assumed to be an essential component of an integrated and adaptive psychobiological response to threats to the "social self" (e.g., social evaluation, rejection, stigmatization). Although adaptive in the short-term, persistent activation of the shame response may result in vulnerability to physical disease. The presentation will describe studies demonstrating that acute social-self threats can produce feelings of shame, activate the hypothalamic-pituitary adrenal axis, and increase levels of immune products relevant to inflammation (i.e., pro-inflammatory cytokines). Additional findings from this research show how chronic social-self threats, individual difference factors like rejection sensitivity, and persistent shame experiences influence the disease course in HIV patients. Results will demonstrate the utility of (1) focusing on specific emotions in health research rather than more generalized affective states, such as distress, and (2) examining the biological correlates of the understudied emotion, shame.

## **CULTURAL VARIATION IN THE EXPERIENCE AND EXPRESSION OF SHAME**

*Jeanne L. Tsai; Stanford University* – Scholars have argued that because shame functions to reinforce group norms, cultures oriented toward promoting the group will view shame as more socially appropriate than cultures oriented toward promoting the individual. Therefore, we predicted that Asian Americans (AA) would be more likely to experience and express shame in "public" contexts (where socially inappropriate behavior is not acceptable) whereas European Americans (EA) would be more likely to experience and express shame in "private" contexts (where socially inappropriate behavior is more acceptable). We tested this hypothesis in two studies. In Study 1, AA and EA described shameful events in their lives. The contexts of these events were coded as either "private" (occurring with family, romantic partners) or "public" (occurring with authority figures, strangers). As predicted, most AA described public shame experiences, whereas most EA described private shame experiences. In Study 2, we experimentally manipulated the private or public nature of the context. AA and EA couples discussed an area of conflict in their relationships; half discussed their conflicts in "private" (a room alone); the other half discussed their conflicts in "public" (with an authority figure present). As predicted, in private EA reported experiencing more shame than did AA, whereas in public AA reported experiencing more shame than did EA. Overall, AA displayed more expressions of shame than EA, but this effect was not moderated by public-private context. These findings suggest that shame is more socially appropriate in collectivistic than individualistic cultures.

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### **Session B3**

**Friday, 11:45 am - 1:00 pm**

**Salon F**

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## **INTERPERSONAL PURSUITS: GOAL PROCESSES IN CLOSE RELATIONSHIPS**

**Chair: Shelly L. Gable; UCLA**

**Discussant: Susan M. Andersen; New York University**

**Summary:** The formation and maintenance of strong and stable interpersonal relationships is a central focal point of human life; and we possess powerful motives and goals concerning social bonds. People routinely list successful close relationships among their most important

life goals and what gives their lives meaning. It is also widely known that poor social integration predicts lower well-being and is a substantial risk for mortality. Beyond the link between the fulfillment of social needs and psychological and physical well-being, there is also growing evidence that interpersonal goals have a far greater influence on cognition, emotion, and behavior than previously anticipated. The purpose of this symposium is to highlight recent research showing that close relationship goals affect psychological processes in both interpersonal domains and in seemingly unrelated domains, often without our explicit knowledge of their power. This current surge of empirical investigations offers compelling evidence for how social goals and our internal representations of close relationships influence how we think, feel, and act.

Fitzsimons and Bargh will present work showing that goals associated with significant others can be activated automatically and influence behavior. Gillath, Mikulincer, and colleagues will discuss the automatic activation of attachment-related goals of proximity and support seeking by security-enhancing attachment figures. Bartz and Lydon will discuss evidence that the content of interpersonal goals predicts the strategies people use to navigate interdependence dilemmas. And, Gable and Strachman will present their findings on how the regulatory focus of social goals influences social outcomes and the basic processing of interpersonal information.

## **ABSTRACTS**

### **AUTOMATIC GOAL PURSUIT IN CLOSE RELATIONSHIPS**

*Gráinne M. Fitzsimons<sup>1</sup>, John A. Bargh<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Yale University* – Within the context of enduring close relationships, many social psychological processes are likely to become automatic with time. The pursuit of interpersonal goals has recently been shown to function without conscious awareness or guidance, suggesting that motivated behavior in a relationship context may sometimes occur outside of conscious control. From a relational self perspective, motivations are thought to be represented in the associations between self and other, and thus become automatically activated upon the activation of a significant other representation. Once activated, these motivations can act to guide behavior in a nonconscious fashion. Several studies provide evidence for the automatic association between goals and significant others: people who are nonconsciously primed with significant others pursue goal-directed behavior that they associate with those specific significant others (Fitzsimons & Bargh, 2003; Shah, 2003). For example, for college students who possessed a goal to impress their mother by achieving academically, answering some trivia questions about their mother led to higher performance on a verbal anagram task, presumably because an achievement goal had been activated. Recent research examining the development of automatic associations between significant others and goals will also be discussed, as well the factors - such as stability of relationships - that may lead interpersonal goals to function automatically.

### **AUTOMATIC ACTIVATION OF ATTACHMENT-RELATED GOALS: THE CASE OF SELF-DISCLOSURE AND SUPPORT SEEKING**

*Omri Gillath<sup>1</sup>, Mario Mikulincer<sup>1</sup>, Phillip R. Shaver<sup>2</sup>, Dory A. Schachner<sup>2</sup>, Gráinne M. Fitzsimons<sup>3</sup>; <sup>1</sup>Bar-Ilan University, <sup>2</sup>University of California, Davis, <sup>3</sup>New York University* – In this lecture, we will present findings from two studies testing one of the core assumptions of Mikulincer and Shaver's (2003) integrative model delineating the dynamics of the attachment behavioral system in adulthood - the automatic spreading of activation from mental representations of security-enhancing attachment figures to attachment-related goals of proximity and support seeking. Testing this cognitive linkage, we conducted two independent experiments with Israeli undergraduates (N = 180). Participants were subliminally primed (for only 20 ms) with either the name of a security-enhancing attachment figure previously nominated in a self-

report scale, the name of a close person who was not mentioned as accomplishing attachment function (secure base, safe haven), or the name of a mere acquaintance. In both studies, we examined effects of this priming procedure on self-report scales tapping attachment-related goals. Whereas Study 1 assessed the tendency to disclose intimate, personal information, Study 2 assessed the tendency to seek support in times of need. In addition, participants completed scales tapping chronic attachment orientations, trait anxiety, self-esteem, and neuroticism. Results consistently revealed that the priming of mental representations of security-enhancing attachment figures increased tendencies to self-disclose and seek support (compared with the priming of representations of other close persons or mere acquaintances). Importantly, these effects were not qualified by participants' chronic attachment style or other personality traits. The implications of the findings for attachment theory and automatic goal pursuit will be discussed.

**ATTACHMENT AND THE NAVIGATION OF INTERDEPENDENCE DILEMMAS** *Jennifer Bartz, John Lydon; McGill University, Montreal, Canada* – The desire to form a close relationship presents a unique dilemma. The communal norm is to give freely without concern for reciprocation; however, the uncertainty of the situation makes the authentic use of communal norms anxiety provoking, and people often behave in ways that paradoxically undermine relationship closeness. Two studies investigated attachment and the interdependence dilemma. Study 1 examined affective and behavioral responses to receiving help from a potential friend. Whereas secures followed the communal script, the avoidants' goal of independence was evidenced in their quick, clear reciprocation of help even when their partner did not need help. Anxious individuals' ambivalence about how to meet their interpersonal goals (i.e., establish closeness but avoid being hurt) was revealed in their conflict about whether to reciprocate help and/or share their reward. The communal situation also increased anxious individuals' anxiety. In Study 2, a confederate communicated the desire to be a unit (communal condition), or was simply present (performance-anxiety condition), and performance on the d-2, a test of mental concentration and rumination, was assessed. Anxious individuals made more omission errors in the communal condition, suggesting rumination. No differences were found in the performance-anxiety condition. Avoidant individuals made more commission errors in the communal condition, suggesting distress at the prospect of closeness. The discussion focuses on attachment motivated differences in the strategies people use to navigate the interdependence dilemma they face at the outset of a relationship.

**APPROACH AND AVOIDANCE CLOSE RELATIONSHIP GOALS** *Shelly L. Gable, Amy N. Strachman; UCLA* – A wealth of evidence suggests that humans have a fundamental need for close social attachments, yet relatively little work has investigated the processes involved in establishing, maintaining, and dissolving social bonds from a motivational or goal theory perspective. A critical dimension of motivation and the regulation of behavior is the focus of goals. Social goals can be focused on a rewarding, desired end-state (approach); or social goals can be focused on a punishing, undesired end-state (avoidance). In this paper, we will present data from three studies testing a model of approach and avoidance interpersonal goals. We predicted that approach social motives and goals would be linked to outcomes characterized by the presence or absence of positive social features, and avoidance social motives and goals would be linked to outcomes characterized by the presence or absence of negative social features; and that the link between approach motives and outcomes would be mediated by different processes. In two longitudinal studies we found that approach motives and goals were reliably associated with less loneliness and more satisfaction with social bonds, whereas avoidance motives and goals were reliably associated with more loneliness, negative social attitudes and relationship insecurity. Results also suggested that these associations were mediated by different processes. In the third study we examined these mediating

processes more carefully and found that goals influenced memory for and interpretation of social events. Implications for the conceptualization of close relationship processes along the approach and avoidance dimensions will be discussed.

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## Session B4

Friday, 11:45 am - 1:00 pm

Salon G

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## INTEGRATING DEVELOPMENTAL AND SOCIAL PSYCHOLOGICAL RESEARCH ON PREJUDICE PROCESSES

Chair: *Sheri Levy; SUNY Stony Brook*

**Summary:** Research on prejudice is undergoing an exciting cross-fertilization of theories and methodologies across areas. The goal of this symposium is to highlight a prime example. Researchers representing diverse theorizing and work will each address how the integration of social and developmental theorizing can contribute to a deeper understanding of prejudice processes. Joshua Aronson will present an integrative theoretical framework for explaining the link between a key situational variable (stereotype threat) and crucial age variables (development of challenge seeking) and describe supportive evidence from several studies showing the onset and cognitive impact of stereotype threat on children. Sheri Levy will describe results from three studies with adults and children, which support her social-developmental theory that ideologies influence intergroup attitudes not only through their intrinsic meanings but also through their associated meanings, which accrue with experiences (age-related or situational) of others using the ideology to justify their views. Melanie Killen, using social psychological theorizing on prejudice to build on a prominent developmental theoretical model of reasoning (Social-Cognitive Domain Model), will describe a program of research testing children's and adolescent's reasoning about social exclusion in friendships. Rebecca Bigler will present results from two studies supporting a novel social cognitive-developmental theoretical framework for understanding the impact of educational segregation (tested via situational inductions) on the development of intergroup attitudes among children. Together, these presentations highlight the fruitful integration of developmental and social psychological advances in prejudice-relevant theories as well as methodologies in understanding prejudice processes.

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## ABSTRACTS

**THE DEVELOPMENTAL ONSET AND CONSEQUENCES OF STEREOTYPE THREAT** *Joshua Aronson; New York University* – Research on racial gaps in academic achievement finds that deficits occur even when African American and White students are equated on preparation, skill, and other background factors. Not long ago, researchers identified the influence of a psychological factor operating in testing and academic situations, a self-evaluative predicament called "stereotype threat" (Steele & Aronson, 1995). Stereotype threat is an anxiety-inducing apprehension about confirming the widely-held stereotype alleging intellectual inferiority that arises when an African American or Latino (or any ability-stigmatized individual such as a girl in math class) feels that his or her intellectual performance is the subject of evaluative scrutiny. I will discuss studies examining the developmental onset and consequences of stereotype threat in children. Although children become aware of ability stereotypes quite early in life, and such stereotypes can subtly affect their performance as early as first grade, it appears that stereotype threat effects of the sort documented in college students do not emerge until

around the sixth grade, when other relevant knowledge structures have developed. Our developmental research has moved beyond effects on test performance, to include effects on engagement and challenge seeking. I will report the results of studies showing that by sixth grade girls show deficits in challenge seeking in mathematics in response to stereotype threat, but that this does not occur earlier. Our studies with Latino students show an almost identical pattern strongly suggesting that stereotype awareness becomes problematic at this developmental stage. Methods of remediating stereotype threat in children will also be discussed.

**THE IMPACT OF IDEOLOGIES' ASSOCIATED MEANINGS ON INTERGROUP ATTITUDES AND BELIEFS**

*Sheri Levy; SUNY Stony Brook* – Much social psychological research with adults has shown that particular ideologies reliably relate to prejudice. This research also has examined potential mechanisms linking ideologies to intergroup attitudes. As examples, the relation between an ideology and prejudice can reflect one's attempt to justify prejudice or an ideology's direct prescription of prejudice. Integrating this work with developmental theorizing, we propose an Associated Meanings Theory. We propose that ideologies, such as the Protestant work ethic (PWE), can influence intergroup attitudes not only through their intrinsic meanings but also through their associated meanings, which accrue with experiences of others using the ideology to justify their views. We tested our theory in three studies. Among younger participants (5th-6th grade, 9th-10th grade), PWE related positively to egalitarianism, suggesting an intrinsic meaning that effort equalizes people; however, among older participants (college students), PWE related positively to prejudice, suggesting PWE's associations with justifications of inequality. Similar results obtained via an experimental induction of PWE. Even among adults, those experimentally focused on PWE's intrinsic meaning endorsed egalitarianism to a greater extent than did those experimentally focused on instances of others using PWE to justify their views. These results imply that one may develop intergroup attitudes partly by adopting an ideology intrinsically suggesting quite different intergroup implications. Because the (sometimes negative) associated meanings may be extrinsic to the ideology, moreover, children may blissfully adopt these beliefs. Further study of this dynamic process of ideological development may help illuminate how intergroup attitudes and beliefs develop and change.

**SOCIAL REASONING ABOUT EXCLUSION AND INTERGROUP RELATIONSHIPS**

*Melanie Killen; University of Maryland* – Social exclusion often stems from societal expectations about group membership and intergroup attitudes rather than from individual personality characteristics or traits. In contrast to theories which focus on personality deficits (such as aggressiveness or wariness) to explain patterns of social exclusion and rejection, we have developed a theory of social reasoning about intergroup relationships, which has been informed by work from social psychology, developmental psychology, and legal philosophy. Using individually administered interviews, we conducted several studies, which documented how individuals (from different ethnic backgrounds) evaluate exclusion from a range of contexts, peer groups, friendships, and institutions. The findings revealed that individuals use multiple forms of reasoning when evaluating exclusion, moral (unfairness), social-conventional (group functioning) and psychological (personal choice). Further, judgments about exclusion varied by the 1) target of exclusion; 2) context of exclusion; and 3) source of external influence (authority or peers). In addition to using explicit and direct methods of detecting intergroup biases, we conducted two studies using ambiguous picture cards and similarity tasks to assess racial biases. The findings demonstrated that racial biases were applied to judgments about the potential for intergroup friendship, and this varied by the gender, age, and ethnicity of the participants. These findings will be presented and discussed in terms of our theoretical model and the theoretical literature on intergroup relationships, prejudice, and developmental social cognition.

**THE ROLE OF SEGREGATION IN THE FORMATION OF CHILDREN'S INTERGROUP ATTITUDES**

*Rebecca Bigler; University of Texas-Austin* – The United States has seen a significant trend toward the resegregation of its schools during the last 15 years. More than 70% of the nation's African American children, for example, now attend schools in which the majority of students are racial or ethnic minorities. The consequences of such resegregation for children's racial attitudes are not well understood, in part because existing theoretical and experimental work on the effects of segregation on children's intergroup attitudes is quite limited. I will describe a new and integrative cognitive-developmental framework for understanding the effects of social segregation on children's intergroup attitudes. In addition, I will present data from two experimental studies examine the effects of segregation on the formation of children's intergroup attitudes. In Study 1, elementary school children (N = 68, aged 6-13) were assigned to novel ("red" and "blue") social groups and place in educational classrooms marked by segregation (e.g., children wore red tee-shirts) or integration (i.e., children wore red and blue tee-shirts). After five weeks, children's intergroup attitudes were assessed. In Study 2, middle school girls (N=66, aged 11-13) were shown a videotape in which individuals belonging to novel ("red" and "blue") social groups interacted within segregated or integrated settings, but whose behaviors were identical. Children's attributions for the actors' behavior were examined. Findings indicate that segregation has a significant influence on children's intergroup attitudes and their interpretation of others' social behavior. I will discuss the implication of these findings for social and educational policy.

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**Session C I**

**Friday, 2:45 - 4:00 pm**

**Salon C**

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**THE BIG PICTURE: MIND, SELF, AND SOCIETY IN ACTION**

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

**Summary:** The three presenters in this symposium have been working on book projects that relate research findings in personality and social psychology to broad questions about the nature of the human animal, including societal and cultural dimensions. Mark Leary, drawing material from his forthcoming book, *The Curse of the Self*, begins with the standard assumption that the complex, highly developed self produces many adaptive, beneficial outcomes, then discusses personal, social, and societal problems that arise from the nature of the self. These costs of selfhood have been neglected by social psychology in its emphasis on the positive value of self, but appreciating them will produce a more balanced understanding of the self. John Bargh, speaking from his book, *The Machine in the Ghost (or Mind Control)*, starts with his groundbreaking work showing that many behaviors that have long been thought to depend on conscious volition can be produced by automatic and nonconscious processes. From there he moves to broad questions about how action is produced and what role, if any, remains for the conscious self. Issues of social control and the ethical dangers for misusing psychology's technologies are also raised. Roy Baumeister will discuss material from his book, *The Cultural Animal: Human Nature, Meaning, and Social Life*, which began as a quest for a "big picture" account of how the patterns and findings of social psychology can be integrated into a working model of the human psyche. This led to the hypothesis that human nature was designed by evolution specifically for participation in cultural systems.

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## ABSTRACTS

**PARADOXES IN THE STUDY OF SELF AND IDENTITY: IS THE SELF A BLESSING OR A CURSE?** *Mark R. Leary; Wake Forest University* – Is the self generally beneficial or detrimental to people's well-being? Most theory and research in social and personality psychology implicitly assume that having an active, individuated, and positive self is psychologically and socially beneficial. In contrast, theory and research with links to humanistic psychology, Eastern philosophy, and the positive psychology movement assume that the self is, at best, a mixed blessing and possibly a primary source of human suffering and dysfunction. This presentation critically examines the pervasive assumption that a hyperegoic self—one characterized by high self-awareness, individuation, and self-enhancement—is generally advantageous. Despite its obvious adaptive benefits, the uniquely human ability to consciously self-reflect leads people to misconstrue the truth about themselves in ways that leads to bad decisions, generate unnecessary negative emotions by needlessly ruminating about the past or imagining what might happen in the future, undermine their personal relationships by behaving egocentrically and egotistically, create social conflict by deriving their identity from social groups, and behave in dangerous ways by pursuing egoistic goals over personal safety. Clearly, the same ability to self-reflect that allows human beings to adapt to their circumstances and that undergirds civilization also creates havoc with people's lives. The personal, social, and cultural consequences of selfhood will be discussed, along with speculations regarding why the self creates so many problems in human life.

**MIND CONTROL** *John A. Bargh; Yale University* – In search of the basic mechanisms of social perception, judgment, and behavior, social psychologists have developed reliable methods by which to bias perceptions and influence behaviors without the knowledge or acquiescence of the people being influenced. These are quite simple techniques, often just involving presentation of a few well-chosen words in an off-hand (sometimes subliminal) manner, but they produce rather large, even dramatic effects on the individual. These nonconscious influence techniques – such as priming – have become an everyday part of many of our research programs. Yet these techniques also are now public knowledge and there is nothing stopping anyone who so wishes (e.g., in government, in advertising) to use them to further his or her own agenda. Our social-psychological knowledge in this area, when combined with the already considerable knowledge we have of pharmacological and neuropsychological means of mind control, should raise a red warning flag or two concerning the potential for abuse by unscrupulous parties. The theme of the talk is that current, and especially future researchers in social and personality psychology should begin to think – and perhaps even worry – about the ends that could be served by these methods of nonconscious influence.

**WHAT IS THE HUMAN PSYCHE DESIGNED FOR?** *Roy F. Baumeister; Florida State University* – Why do people think, feel, and act as they do? The ultimate explanations of human psychological patterns invoke either nature or culture, or both. Conventional wisdom has said that culture cannot shape biology. However, that is based on a mistaken equation of culture with cultural differences. Against that view, I argue that natural selection shaped the human psyche for participation in culture, with emphasis on what is common to most or all cultures. Rudimentary culture is found among other species, so it is plausible that culture per se figured in human evolution. Four main advantages of culture (measurable by survival and reproduction) are the collective accumulation of knowledge, allowing for progress across generations; language, with its enhancement of the power of thought; division of labor, which fosters specialization and improves quality and quantity of performance output; and a network of exchange relationships, which increase wealth and improve quality of life. The requirements of living in

culture explain the distinctive features of human psychology, including the complex self; theory of mind; large-sphere belongingness; so-called free will; dual process functioning and consciousness; slow-developing conscious emotion; lifelong plasticity and learning; and self-regulation. The main part of the talk will explain these key psychological patterns in terms of the nature-culture interaction. Thus, the human psyche is best understood by focusing on cross-cultural similarities and on biological differences between humans and other species. There are many social animals, but humans are the only truly cultural animals.

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### Session C2

Friday, 2:45 - 4:00 pm

Salon A/B

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## ATTACHMENT, SEXUALITY, AND CAREGIVING

**Chairs: Phillip R. Shaver<sup>1</sup>, Mario Mikulincer<sup>2</sup>; <sup>1</sup>University of California, Davis, <sup>2</sup>Bar-Ilan University**

**Summary:** In 1987, Hazan and Shaver proposed that romantic love (romantic/sexual pair-bonding) can be understood in terms of three behavioral systems described by Bowlby (1982/1969): attachment, caregiving, and sex. Hazan and Shaver provided a preliminary measure of individual differences in attachment style, but not measures of sexuality and caregiving. In the ensuing 16 years, hundreds of studies of adult attachment have been conducted, but relatively few of sexuality or caregiving viewed from an attachment-theoretical perspective. Very recently, however, both laboratory and naturalistic studies of the sexual and caregiving aspects of adult attachment relationships have been conducted. In this symposium, some of the leading researchers will present their recent discoveries. Rholes and Simpson will explain how attachment anxiety and perceived spousal support (i.e., caregiving) affects women's postpartum depression. Davis, Vernon, and Shaver will describe Internet studies of links between attachment patterns and sexual motives and behaviors. Birnbaum and Gillath will discuss relations between attachment patterns, relational contexts, and sexual motives studied with daily diary techniques. Collins, Guichard, Ford, and Feeney will summarize their recent studies (involving laboratory experimentation and daily diaries) of the determinants and consequences of caregiving in couple relationships. Mikulincer, Shaver, Gillath, and Nitzberg will describe cross-national studies (both surveys and lab experiments) that reveal connections between attachment orientation, compassion, and altruism in the broader social world (outside couple relationships).

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## ABSTRACTS

**ADULT ATTACHMENT, CHRONIC STRESS, AND DEPRESSIVE SYMPTOMS** *W. Steven Rholes, Jeffrey A. Simpson; Texas A&M University* – Testing a diathesis-stress model proposed by Bowlby (1988), this research investigated how a "personal vulnerability" (attachment anxiety) 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. The results revealed that highly ambivalent women who entered parenthood perceiving either less support or more anger from their husbands experienced significant 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 spousal support across the transition period. Moreover, for highly ambivalent women (but not for less ambivalent women), the association between prenatal



and postnatal depression scores was mediated by perceptions of the amount of support available from their husbands. We discuss the cognitive, emotional, and behavioral processes that are likely to maintain and exacerbate depressive symptoms in highly ambivalent women during this chronically stressful life event.

#### **ATTACHMENT AND SEXUAL MOTIVATIONS AND BEHAVIORS**

*Deborah Davis<sup>1</sup>, Michael Vernon<sup>1</sup>, Phillip R. Shaver<sup>2</sup>; <sup>1</sup>University of Reno, Nevada, <sup>2</sup>University of California, Davis* – This presentation will discuss the relationship of attachment style to (a) subjective motivations for engaging in sexual behavior, (2) expression of sexual needs and preferences to partners, (3) sexual satisfaction, (4) experiences with unwanted sex, and (5) perpetration of sexually coercive behaviors. Four Internet studies of over 10,000 respondents examined these issues. It was proposed that sexual motivation can be activated by factors that activate the attachment system, and thus serve the motives of the attachment system. Results indicated that attachment anxiety was associated with higher overall sexual motivation and with the tendency to view engagement in sex as a barometer of relationship status. Anxiety was related primarily to the sexual motives of closeness, intimacy, and reassurance of partner affection, whereas attachment avoidance was negatively associated with these motives. Attachment anxiety was also associated with the motives of exerting power over one's partner and using sex to accomplish other goals (including protecting oneself from a partner's anger). Both insecure styles (anxious and avoidant) were associated with anxiety regarding sex and with failure to express sexual needs to one's partner, which was in turn associated strongly with sexual dissatisfaction. Attachment style was associated with specific forms of dissatisfaction. For example, avoidance was associated with desire for more variety in sexual activities and partners, whereas anxiety was associated with desire for more "feeling" during sex. Attachment anxiety was associated with greater likelihood of engaging in unwanted sex, as well as with greater likelihood of coercing partners.

#### **SEXUAL FANTASIES AND ROMANTIC RELATIONSHIPS: THE MODERATING ROLE OF ATTACHMENT STYLES**

*Gurit E. Birnbaum, Omri Gillath; Bar-Ilan University* – From an evolutionary perspective, one function of the sexual behavioral system is to facilitate the development and maintenance of emotional bonds between sexual partners in order to enhance the survival chances of offspring. Sexual fantasies are experienced privately in a virtual world and thus constitute a distinctive component of the sexual system, which may provide unique insights into the most intimate desires that motivate sexual behavior in the context of adult romantic relationships. Because sexual fantasies are virtually universally experienced, it might be suggested that during human evolution fantasizing promoted the maintenance of human pair-bonds by enhancing sexual desire between partners. Surprisingly, although sexual fantasies appear to be an integral component of adult life, little attention has been given to their relational context. In the current study, we examine attachment-style differences in the relational implications of the contents of sexual fantasies. For 3 weeks, 49 couples provided daily diary reports describing their relationship and their sexual fantasies. Results showed that the content of sexual fantasies was related to relationship quality mostly among people scoring high on attachment anxiety. For example, perceiving one's partner as warm and loving in the relational context was associated with perceiving partners in sexual fantasies as affectionate, but primarily among men high in attachment anxiety. We discuss the possibility that the different strategies and relationship goals associated with different attachment styles are manifested in the contents of sexual fantasies within romantic relationships.

#### **CAREGIVING IN INTIMATE RELATIONSHIPS: NORMATIVE PROCESSES AND INDIVIDUAL DIFFERENCES**

*Nancy Collins<sup>1</sup>, AnaMarie Guichard<sup>1</sup>, Maire Ford<sup>1</sup>, Brooke Feeney<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>Carnegie Mellon University* – The motivation to care for the needs of others is a basic component of human nature and a primary element of close relationships in childhood as well as adulthood. Indeed, Bowlby (1988) argued that the capacity to form intimate emotional bonds, sometimes in the care-seeking role and sometimes in the care-giving role, is a principal feature of effective personality functioning and mental health. He also argued that healthy and secure attachment bonds in adulthood are possible only when couple members are intuitively aware of the crucial role they play as caregivers. But despite the importance of caregiving for adult attachment bonds, relatively little empirical work has focused on the unique role of caregiving in adult intimate relationships or on the factors that enhance or inhibit effective caregiving processes in couples. This talk will present highlights from several of our recent studies that explore the interpersonal dynamics of caregiving in romantic couples. Using a variety of research methodologies (daily diary, experimental, and observational), this work examines both normative processes and individual differences. Specifically, this research identifies the key features of effective and ineffective caregiving behavior in couples, and explains why some relationships fail to provide partners with the deep sense of emotional support and security that is necessary for optimal functioning. In addition, this research identifies the cognitive and emotional factors that promote or interfere with responsive caregiving behavior, and explains why individuals with different attachment styles differ in their willingness and ability to provide warm and responsive care to others.

#### **TALK TITLE: ATTACHMENT SECURITY, COMPASSION, AND ALTRUISTIC HELPING**

*Mario Mikulincer<sup>1</sup>, Phillip R. Shaver<sup>2</sup>, Omri Gillath<sup>1</sup>, Rachel Nizberg<sup>2</sup>; <sup>1</sup>Bar-Ilan University, <sup>2</sup>University of California, Davis* – In this lecture, we will present findings from two studies examining the extent to which attachment security, in either its dispositional or contextually manipulated form, fosters compassion and altruistic behavior among American and Israeli undergraduates. Participants came to a laboratory in which they thought they were observing another participant performing a stressful series of tasks and expressing discomfort with the tasks. The actual participants were asked how they felt and whether they would be willing to take the other participant's place. The actual participants had filled out a self-report scale tapping attachment orientations some weeks before the study, and in the study itself were subliminally (Study 1) or supraliminally (Study 2) primed with the name of a security-providing attachment figure, another familiar individual who did not serve attachment functions, or a mere acquaintance. Findings revealed that the security prime, but not the other two primes, increased compassion and willingness to help the distressed fellow participant. These findings were replicated in subliminal and supraliminal priming procedures and in Israeli and American samples. Moreover, dispositional attachment avoidance caused participants to be less compassionate and less willing to help. Dispositional attachment anxiety was associated with higher personal distress, but not with greater compassion or inclination to help. Given that security can be situationally enhanced, it may be possible to apply our findings in interventions that enhance compassion and altruism. Overall, our results have supported the theoretical link between attachment and caregiving and have been remarkably consistent across societies.

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**Session C3**  
**Friday, 2:45 - 4:00 pm**  
**Salon F**

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**THE FEEL OF A DECISION**

**Chair: Jennifer Lerner; Carnegie Mellon University**

**Summary:** Until recently, emotions attracted little attention from decision researchers. Decision making was viewed as a cognitive process -- a matter of estimating which of various alternative actions would yield the most positive consequences. Decision makers were assumed to evaluate the potential consequences of their decisions dispassionately and to choose actions that maximized the "utility" of those consequences. Once chosen, it was assumed that the utility-maximizing course of action would be implemented automatically. The last several years, however, have witnessed a burst of attention to affective influences on decision making. Our goal is to highlight and organize several of these new affect-related developments in decision research. The first two talks address the effects of experimentally-induced emotion. Yaacov Trope addresses the effects of happiness on decisions to receive self-relevant feedback. Lerner, Small, & Loewenstein address the effects of sadness and disgust on economic choices. The second two talks address a subtler form of subjective experience, namely, how the feeling of making the decision influences the decision itself. Schwarz, Dhar, Novemsky & Simonson address how fluency of perception and the ease-of-thought generation influence consumption decisions. Finally, Tory Higgins addresses how the experience of "feeling right" from regulatory fit influences object valuation. Taken together, these programs of research challenge the assumption that the characteristics of choice alternatives determine which choice is made. Rather, they highlight the role of subjective feelings and meta-cognitive experiences, which are largely unintended influences on choice.

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**ABSTRACTS**

**MOOD AS A RESOURCE IN PROCESSING VALENCE INFORMATION** Yaacov Trope; *New York University* – Situations that offer individuals self-relevant information often pose a self-control dilemma. On the one hand, individuals may want to attain the long-term accuracy-related benefits of negative information. On the other hand, individuals may be deterred by the immediate unpleasantness associated with such information. Our research tests the idea that positive mood may determine how such dilemmas are resolved. Specifically, we propose that when information has high diagnostic utility, individuals are likely to adopt an accuracy goal and use positive mood as a resource that may enable them to overcome the immediate costs associated with negative information. In contrast, when feedback has low diagnostic utility, individuals may adopt a mood maintenance goal and avoid any information that can spoil positive mood. A series of studies on search and processing of positive and negative self-relevant information provide empirical support for this idea. When feedback had high diagnostic utility, induction of positive mood led individuals to seek and use feedback about their weaknesses rather than their strengths. In contrast, when feedback had low diagnostic utility, induction of positive mood led individuals to seek and utilize feedback about their strengths rather than their weaknesses. A general self-regulation framework is offered that integrates the present evidence for mood as a resource and extant conceptions of mood as a prime, as information, and as a goal.

**HEART STRINGS AND PURSE STRINGS: EFFECTS OF EMOTIONS ON ECONOMIC CHOICES** Jennifer Lerner, Deborah

Small, George Loewenstein; *Carnegie Mellon University* – Previous research has demonstrated an "endowment effect," wherein people's buying price for an object is reliably lower than their selling price for the same object (see Kahneman, Knetsch, & Thaler, 1991; Knetsch, 1989). Drawing on an appraisal-tendency framework (Lerner & Keltner, 2000), we predicted that experimentally inducing emotions shortly before people set buying and selling prices for an object would influence the prices, even if object were completely unrelated to the source of their emotion. Specifically, we predicted that sadness and disgust would have opposite effects on object valuation and that these effects would interact with endowment status (seller vs. chooser). Results from two studies confirmed the hypothesis. Relative to neutral emotion, disgust reduced the selling price but not the buying price, thus wiping out the endowment effect. Sadness increased the buying price and reduced the selling price, reversing the endowment effect. Our discussion addresses implications for theories of emotion and decision making.

**FLUENCY EXPERIENCES IN DECISION MAKING** Norbert

Schwarz<sup>1</sup>, Ravi Dhar<sup>2</sup>, Nathan Novemsky<sup>2</sup>, Itamar Simonson<sup>3</sup>; <sup>1</sup>*University of Michigan*, <sup>2</sup>*Yale University*, <sup>3</sup>*Stanford University* – Recent research in social cognition documented pervasive influences of the meta-cognitive experiences that accompany the reasoning process, including the fluency of perception and the ease or difficulty of recall and thought generation. We report on a series of experiments that extends this work to the domain of decision making and consumer choice. Using different manipulations of processing fluency, we observed a strong influence of meta-cognitive experiences on decision deferral: The more difficult it is to read information about the choice alternatives (manipulated through the quality of print font), to compare the alternatives (manipulated through the metric of description), or to generate reasons for a choice (manipulated through the number of reasons requested), the more likely deciders are to defer choice. More important, these variables also influence the substantive choices made. Specifically, deciders are more likely to select a compromise alternative (e.g., a medium quality/medium price rather than high quality/high price or low quality/low price option) as processing difficulty increases. These effects are eliminated when the experienced difficulty of processing is (correctly) attributed to the manipulation, thus undermining its perceived informational value with regard to the choice alternatives. In combination, these findings challenge the assumption that choice is driven primarily by characteristics of the choice alternatives and highlight the role of meta-cognitive experiences in decision making, which are often a function of haphazard contextual influences.

**HOW "FEELING RIGHT" FROM REGULATORY FIT INFLUENCES DECISION VALUE** E. Tory Higgins; *Columbia University* – People

experience regulatory fit when they pursue a goal in a manner that sustains their regulatory orientation (Higgins, 2000). Three studies tested whether the value experience of "feeling right" from regulatory fit can transfer to a subsequent evaluation of an object, thereby increasing its monetary value. The participants chose between a coffee mug and a pen, with the mug being overwhelmingly preferred. Half of the participants were told to think about what they would gain by choosing the mug and by choosing the pen (an eager process). The others were told to think about what they would lose by not choosing the mug and by not choosing the pen (a vigilant process). The participants varied in the strength of their promotion focus on accomplishment and their prevention focus on responsibility (i.e., the chronic accessibility of their ideals and oughts, respectively). As predicted, the participants gave the same coffee mug a much higher price when they chose it in a manner that fit their predominant orientation (eager manner/promotion; vigilant manner/prevention) than a manner that did not fit. Possible mechanisms and experiences underlying this transfer were examined. Dissonance and self-perception explanations for the increase in price were ruled out. Value transfer was

found to be independent of positive mood, and independent of perceived effectiveness (instrumentality) and perceived efficiency (ease). The findings were consistent with an explanation for the transfer in terms of people confusing the value experience of "feeling right" from regulatory fit with the value experience from the object's attributes.

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### Session C4

Friday, 2:45 - 4:00 pm

Salon G

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## COLLECTIVISM, GROUP COHESION, AND SELF-CONCEPTIONS: LINKING PERSONS AND GROUPS

Chair: *Jim Uleman; New York University*

**Summary:** Collectivism (and individualism) achieved prominence as a cultural variable, but growing evidence suggests its greater utility for describing relations between persons and particular individuals or groups. This symposium assembles collectivism researchers doing cross-cultural, group dynamic, and relationship research, to explore various conceptions of collectivism and the empirical support for them. How comparable are these conceptions, and their measures, across levels of application from cognitions to identifications with social groups? What holds these conceptions and levels together? Oyserman begins at the intra-psychic level and outlines collectivism's effects on cognitive functioning. She then describes how it affects inter-psychic social comparisons and values. The Dions present evidence on an opposite of collectivism, "self-contained individualism," and how it affects feelings of personal well-being and romantic relationships. Uleman and Rhee contend that relationships with intimacy groups (family, relatives, friends) are at the core of current measures of collectivism. They show that responses to these items are affected more by the group referred to than by respondents' culture. Hogg examines relations among group cohesion and identification, collectivism and effective leadership in task groups. His unexpected findings reveal how relations with groups are defining for collectivists. Kashima describes how agentic, assertive, and collective self-concepts interact to affect relations with intimacy groups and strangers, and how these effects differ across cultures. Reid and Deaux focus on collectivism in the sense of identification with social (e.g., political or ethnic) groups. Using their "social identity-specific collectivism" (SISCOL) scale, they argue that social identification and dispositional collectivism are distinct.

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### ABSTRACTS

#### INTERDEPENDENCE, COGNITION, SOCIAL COMPARISON AND VALUES

*Daphna Oyserman; University of Michigan* – Interdependent vs. independent self-focus influences cognition, whether focused on the self, the social world or non-social objects. I highlight effects of interdependence vs. independence in studies with U.S. college students, Palestinian and German high school students, and Japanese and Canadian college students. In the first study, I prime relational interdependence vs. independence among U.S. college students and show that interdependent-primed participants are significantly slower on Stroop responses than independent-primed participants. I argue that this is because a relational focus binds cognitive focus to context. In a second set of studies, I show that chronically higher interdependence predicts assimilation of referent other to the self in upward social comparison. Based on gender differences in interdependent self-construals, we predicted upward comparisons would lower current and possible selves in young men, but raise current and possible selves in young women. Two experimental studies with Palestinian Israeli (n = 344) and German

(n = 156) high school students showed the expected effects of gender qualified by causal certainty. A mediational analysis showed that individual differences in interdependence fully accounted for gender differences in effects of upward social comparison on the self. Finally I show differences in the predictive power of individualism and collectivism for women college students in Japan (n = 175) and Canada (n = 154), women in Japan were less likely to endorse career-oriented and parenting possible selves than women in Canada. Valuing personal achievement predicted career-oriented possible selves in both samples, valuing interpersonal and family-focused values predicted parenting possible selves only for women in Canada.

#### THE DOWNSIDE OF SELF-CONTAINED INDIVIDUALISM

*Kenneth L. Dion, Karen K. Dion; University of Toronto* – We focus on relationship correlates of individual differences in individualism within U. S. and Canada. Does individualism inhibit close, interdependent relationships with others or does it foster interdependence in relationships? We conducted two correlational studies to test these competing views, with measures of self-contained individualism and perceived relationship qualities. In study one, self-contained individualism related positively to a manipulative love style and was associated with less likelihood of reporting ever having been in love. Of those who had experienced love, self-contained individualists characterized it as less tender, deep, and rewarding. On Rubin's Love scale, they also scored lower on care, need, trust and physical attraction toward their partner. Study two replicated these findings and showed that self-contained individualists had more negative attitudes to marriage and a stronger preference for delaying marriage. We also used the General Social Survey to check the validity of our findings with a broad representative U. S. sample. Self-contained individualism related negatively to several aspects of personal happiness (general happiness, happiness in romantic relationships, happiness in marriage), was associated with lower personal satisfaction in various regards (with family, friends, and city of residence), but related positively to profligate sexual behaviors (seeing an X-rated movie, having sex for pay, and with people other than one's regular partner).

#### COLLECTIVISM IS MORE ABOUT RELATIONS TO INTIMACY GROUPS THAN CULTURES

*James S. Uleman<sup>1</sup>, Eun Rhee<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Delaware* – Collectivism and individualism represent two contrasting approaches to understanding relations between groups and the individual. In this study we focused on the relational aspects of collectivism and individualism toward 3 ingroups - family, relatives, and friends. Content analysis of measures of collectivism and individualism revealed that most items refer to persons' relationships to groups and primarily involved 8 relationship types. The structure of R-COL and R-IND was examined among college students from Argentina, China, Germany, Japan, Korea, and the U.S. Four models of R-COL and R-IND were tested with confirmatory factor analyses. Results indicated that for all groups, R-COL and R-IND are best represented by 3 latent factors (family, relatives, friends), and they are bipolar within ingroups. Moreover, low correlations among the latent variables indicated no generalization of relationships from one ingroup to another. Finally, R-COL/R-IND for one ingroup predicted closeness to that ingroup, but not to another ingroup, providing further evidence that these orientations do not generalize across different ingroups. This was true of all cultural groups. These findings provide an initial demonstration that R-COL and R-IND are not personality variables or characteristics of cultures. They refer to persons' relationships to groups, and these relationships depend primarily on the specific groups involved. These findings suggest that in the next stage of research on relational aspects of collectivism and individualism, the focus should shift to relationships to specific groups and using group-level phenomena.

## **GROUP IDENTIFICATION AND EFFECTIVE LEADER-MEMBER RELATIONS: UNEXPECTED EFFECTS OF COLLECTIVISM**

*Michael A. Hogg; University of Queensland* – The social identity theory of leadership (e.g., Hogg, 2001; Hogg & van Knippenberg, 2003) predicts that as group cohesion and associated group identification strengthen, effective leadership increasingly rests on depersonalized leader-member relations that treat followers as group members, not idiosyncratic and unique persons. Furthermore, this interaction should be enhanced among people who have a collectivist orientation to life and weakened among those who have an individualistic orientation. The rationale was that collectivists are overall more group oriented than individualists. A survey was conducted of 128 members of organizations in Mumbai, India, to investigate these ideas. Multi-item scales measured identification, leader-member relationship style, collectivism, and an array of effective leadership behaviors. Results confirmed the identification by leadership style interaction – depersonalized leadership increased in effectiveness as a function of increasing identification, and high identifiers found a depersonalized style more effective than a personalized style. However, this effect was not qualified by collectivism. Instead, and quite unexpectedly, individualists found a depersonalized style to be more effective than a personalized style, and a personalized style was more effective for collectivists than individualists. This finding does, however, make sense if one recognizes that collectivists not only value group life but also favor a relational self-conception (Brewer & Gardner, 1996). A personalized leadership style is a relationship in which the leader treats each follower in a personalized manner – that is, develops a personal relationship. It is now clear why this style is more effective among collectivists than individualists – collectivists construe themselves in terms of relationships.

## **SELF AND GROUP: A HUMAN QUESTION, CULTURAL ANSWERS**

*Yoshihisa Kashima; University of Melbourne* – Humans live in groups. Typically, we are born into a family, grow up to socialize with peers, and face strangers in a larger collective. Nonetheless, the predicament of group living poses a universal human question, how to live in a group. To this, there can be varying cultural answers in the form of cultural practices that script the conduct of oneself in group contexts. In two English speaking (Australia and the UK), one continental European (Germany), and two East Asian (Japan and Korea) cultures, three dimensions of self – agentic, assertive, and collective – were extracted in three different group contexts: family, peer group, and group of strangers. Examination of collective self, an aspect of self-concept that defines one's relation with a group, showed that, despite the similarities across these cultures, the Eastern and Western cultures differed not only in terms of the importance in which people hold their self-group relationship, but also in terms of its meaning. Across all cultures, the expression of agentic-self was regarded as distancing oneself from the group in all group contexts. However, Easterners saw this more strongly than Westerners in the family and peer group contexts. Furthermore, Westerners regarded assertive action as strengthening their self-group relationship in the peer and stranger group contexts though this tendency was either absent or reversed among Easterners. It is argued that examination of cultural differences in self in specific group contexts reorients research on individualism and collectivism by highlighting cultural differences in meaning of social action.

## **COLLECTIVISM AND SOCIAL IDENTIFICATION WITH SOCIAL GROUPS**

*Anne A. Reid<sup>1</sup>, Kay Deaux<sup>2</sup>; <sup>1</sup>Lehman College, CUNY, <sup>2</sup>Graduate Center, CUNY* – Collectivism has typically been conceptualized either as an individual disposition or as a characteristic of cultures, often treated in opposition to tendencies toward individualism. Further, whether dealing with individualism or collectivism, target-specific approaches often focus on interpersonal relationships such as spouse or friend. As an alternative, more consistent with a theoretical perspective emphasizing identification with social groups, we developed a measure of social identity-specific

collectivism (SISCOL) which can assess the individual's collective orientation toward a variety of group identifications (e.g., political, ethnic, occupation, religious). This group-specific orientation can be conceptualized at two different levels of analysis either as a property of the group itself or as a way to characterize the relationship of an individual to a group. First, groups, like cultures, can differ in the extent to which they promote or elicit collectivism from their members. Second, individuals can differ in the extent to which they are collective toward a particular group membership. An initial pool of group-specific items was generated from existing instruments. Exploratory analysis identified six interpretable and theoretically relevant factors of social identity-specific collectivism. Confirmatory factor analysis on an independent sample of respondents supported this factor solution and indicated that social identity-specific collectivism is distinct from dispositional collectivism. Additional analyses suggested that collectivism varies in a meaningful and predictable way as a function of group membership. Presentation of this work will include a discussion of the conceptual similarities and distinctions between collectivism and social identification.

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### **Session C5**

**Friday, 2:45 - 4:00 pm**

**Salon D/E**

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## **CULTURE AND PREJUDICE: BRINGING TOGETHER NEW THEORETICAL APPROACHES**

**Chairs: Amy J. C. Cuddy, Virginia S. Y. Kwan; Princeton University**

**Summary:** Few points of contact have emerged between two popular areas of social psychological research -- culture and prejudice. Intergroup bias is ubiquitous, but we know little about how its social psychological concomitants might differ or persist across cultures. This symposium brings together new research that addresses the interplay of culture and prejudice.

The research presented here represents several levels of analysis, moving from individual-level implicit theories to societal-level structural and ideological variables. Hong reports two studies of Asians' prejudice against outgroups, demonstrating that in both China and the U.S., the effect of social identity on prejudice is moderated by perceivers' implicit theories about the malleability of human character. Cuddy, Fiske, Kwan, Glick, and colleagues show that across nations and cultures, social structure predicts how groups are rated along two primary dimensions of stereotype content, warmth and competence, and many groups are tagged with evaluatively-mixed stereotypes - high on one dimension and low on the other. Glick, Lameiras, Fiske, and colleagues explain how gender stereotypes legitimate unequal social structures across cultures, and uncover some systematic cultural differences in the degree of endorsement of these stereotypes. Crandall elucidates cultural similarities and differences in another kind of legitimating process, the Justification-Suppression Model, which describes how several factors previously conceptualized as causes of prejudice might actually serve as excuses that permit the expression of prejudice. Finally, Stephan and White Stephan illustrate the middle road between emic and etic approaches to cultural psychology by discussing their research on threats as determinants of prejudice.

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### **ABSTRACTS**

## **PREDICTING PREJUDICE: THE ROLES OF IMPLICIT THEORY AND SOCIAL IDENTITY**

*Ying-yi Hong; University of Illinois, Urbana-Champaign* – Major theories in intergroup relations (e.g., social identity theory, common ingroup model) have shown that social identity (or level

of identification) predicts prejudice. In several recent studies, I have shown that the effects of social identity on prejudice are moderated by individuals' implicit theories of the malleability of human character. Specifically, in one study with Hong Kong Chinese college students as participants, both implicit theories and social identity predicted the participants' levels of prejudice against Chinese Mainlanders. In another study of Asian American college students' prejudice against African Americans, a pattern emerged that closely resembled Hong Kong findings. Also, the acculturation level of the Asian Americans did not affect their prejudice level. These results are consistent in both China and the U.S. Taken as a whole, the results reveal that together, implicit theories and social identity play an important role in predicting prejudice. I will discuss how these results may shed light on the interplay of culture and prejudice.

**A PAN-CULTURAL MAP OF STEREOTYPES: SOCIAL STRUCTURE PREDICTS STEREOTYPES ACROSS NATIONS AND CULTURES** Amy J. C. Cuddy<sup>1</sup>, Susan T. Fiske<sup>1</sup>, Virginia S. Y. Kwan<sup>1</sup>, Peter S. Glick<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>Lawrence University – Across nations and cultures, groups are stereotyped and sorted by the same systematic principles. The stereotype content model (SCM), developed and replicated across multiple US samples, proposes systematic principles accounting for the content of stereotypes across groups, yielding a "map" of stereotypes (Fiske, Cuddy, Glick, & Xu, 2002; Fiske, Xu, Cuddy, & Glick, 1999). According to the SCM, these principles should not be limited to individualist, developed, or Western participants or stimuli. Across geographically and culturally varied non-US respondents and groups (a) stereotypes contain two primary dimensions, warmth and competence; (b) many outgroups receive mixed stereotypes, high on one dimension and low on the other; and (c) social structural variables, status and competition, predict competence and (lack of) warmth stereotypes, respectively. Four studies including fifteen international samples support the pan-cultural generalizability of the SCM's principles. We also discuss some systematic cultural differences in self-stereotyping. Ramifications for the types of intergroup emotions and behaviors that might follow also are discussed.

**HOSTILITY TOWARD MEN AND BENEVOLENCE TOWARD WOMEN PREDICT GENDER INEQUALITY: A 16 NATION STUDY** Peter Glick<sup>1</sup>, Maria Lameiras<sup>2</sup>, Susan T. Fiske<sup>3</sup>; <sup>1</sup>Lawrence University, <sup>2</sup>Universidad de Vigo, Spain, <sup>3</sup>Princeton University – Attitudes that favor dominants and hostile attitudes toward disadvantaged groups are known to reflect and support existing social hierarchies. We argue, however, that gender hierarchy may also be supported by hostility toward the dominant group (men) and benevolence toward the subordinate group (women). A traditional hostility toward men assigns them negatively valenced characteristics that are nevertheless associated with power (e.g., arrogance). These hostile beliefs may enhance the perceived stability of gender hierarchy by suggesting that men naturally possess qualities that make their continued dominance inevitable (even if not desirable). In contrast, benevolent sexism attributes positively valenced, but low power qualities to women (e.g., purity). These benevolent beliefs may enhance the perceived legitimacy of gender hierarchy by suggesting that men use their power to protect and provide for women. Cross-cultural research using the Ambivalence toward Men Inventory (AMI; Glick & Fiske, 1999) and Ambivalent Sexism Inventory (ASI; Glick & Fiske, 1996) shows that hostile and benevolent attitudes toward both sexes: a) are a coordinated, psychologically and socially consistent set of beliefs that b) are consensually shared within societies, and c) reflect (and perhaps support) structural gender inequality. This research illuminates important cross-cultural similarities in the underlying structure and correlates of ambivalent gender beliefs, as well as systematic and predictable differences in the degree of endorsement of these ideologies.

**JUSTIFYING PREJUDICE TO SELF AND OTHERS ACROSS CULTURES** Christian S. Crandall; University of Kansas – The recently developed Justification-Suppression Model (JSM) of prejudice expression (Crandall & Eshleman, 2003) suggests that many factors that have been conceptualized as causes of prejudice (e.g., stereotypes, attributions, Protestant Ethic values) might be better conceptualized as justifications of prejudice, which release its expression. For example, rather than causing negative affect, the perception of individual responsibility may serve as an excuse that grants permission for its expression, whether in public, or in self-consciousness. The JSM suggests that beliefs, values, and cognitions will vary in their effectiveness as justifications, among different individuals and different groups. A justification must not only serve the person making the excuse, but it also must be an excuse that is acceptable to its audience (which is often the self). Justifications must be consistent with the commitments, values, norms and belief of the audience. As a result, what serves as an adequate justification for prejudice will vary by social group, and especially by culture. I will consider how attributions and ideology make for justifications of prejudice across several countries and cultures. I will reconsider several findings from my own cross-cultural research on anti-fat prejudice, as well as that of others, in terms of the nature of justifications and the release of prejudice, rather than in terms of the creation of prejudice.

**A MIDDLE ROAD BETWEEN EMICS AND ETICS: THE INTEGRATED THREAT THEORY OF PREJUDICE** Walter Stephan, Cookie White Stephan; New Mexico State University – We discuss the emic, culture-specific and the etic, culture-general approaches of cross-cultural psychology in relation to research on prejudice. We propose the middle ground between emic and etic approaches in the context of our research on threats as agents of prejudices. According to the integrated threat theory (Stephan & White Stephan, 2000), prejudice is caused by four types of threats: (1) realistic threats to the in-group's resources, power, and well-being; (2) symbolic threats to the ingroup's values; (3) anxiety concerning intergroup interactions; and (4) feelings of threat stemming from negative stereotypes. In several cross-cultural investigations, all four types of threats significantly predicted intergroup attitudes. Intergroup contact is believed to affect these four variables. For example, high-quality intergroup contact (voluntary, positive, individualized, and equal status) abates intergroup anxiety. We review these and other cross-cultural data on the role of threats in creating intergroup prejudices and discuss how the middle road approach between emic and etic may shed light on the research on prejudice.

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### Session C6

Friday, 2:45 - 4:00 pm

Meeting Room 400/402

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### PERCEIVING STATUS

**Chair: Erica Dawson; Yale University, School of Management**

**Summary:** Social status is a social judgment that must be negotiated through ongoing interactions. As such, it is intimately linked to people's perceptions of one another. This symposium addresses issues surrounding the ways in which people perceive and manage their own and others' social status, as well as ways in which perceptions of status mediate interpretations of social interactions. Throughout, we tie our discussion to socially significant phenomena including self-assessments (Dawson); sexual harassment (LaFrance & Woodzicka), workplace diversity (Spataro), and gender and race relations (Pratto & Walker; and Eibach). This work contributes to the understanding of people's subjective experiences of status in meaningful social contexts.

## ABSTRACTS

### KNOWING ONE'S PLACE: IDIOSYNCRATIC DEFINITIONS AND SELF-ASSESSMENTS OF SOCIAL STATUS

*Erica Dawson; Cornell University* – This paper examines the relationship between people's perceptions of their social status, and the status assigned to them by others. Members of 3 Cornell fraternities rated themselves and their fellow fraternity members on a number of dimensions, including level of social status. They also indicated the degree to which they believed each of 7 traits contributed to a person's social status in their organization, and rated the degree to which they themselves possessed each trait. Overall, individuals were reasonably accurate about their position in the status hierarchy ( $r(\text{actual, perceived status}) = .59$ ), but those in the bottom quartile significantly overestimated their status. Moreover, among those in the lower quartiles, overestimation was associated with idiosyncratic definitions of social status (cf Dunning, Meyerowitz, & Holzberg, 1989). That is, for low status (but not high status) individuals, the tendency to define status in terms of the traits they themselves possessed was associated with overestimating the level of prestige they commanded in the house. Further, self-perceived status, independent of actual status, predicted the degree to which members liked living in the fraternity, perceived stability in the status hierarchy, and accurately characterized the status levels of their peers. These results are consistent with emergent work on sense of power (Anderson & Berdahl, 2002; Anderson, Galinsky, & Spataro, 2003) I discuss these results in terms of the implications of sense of status (versus objectively measured status) for people's experience in groups.

### HOW DO HIGH POWER PEOPLE READ APPEASEMENT SMILES?

*Marianne LaFrance<sup>1</sup>, Julie Woodzicka<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>Washington & Lee University* – Of late there is renewed interest among social psychologists in the role of power (Fiske, 1993; Keltner, Gruenfeld & Anderson, 2003). Our research focuses on examining whether having power or lacking it shows itself in subtle nonverbal behaviors and in their interpretation. A particular kind of appeasement smile is shown by those who have little power (Keltner, Young & Buswell, 1997; LaFrance & Woodzicka, 2001). Although an appeasement smile would appear to signal that the low power person knows their place, we have found that smiles of appeasement are not necessarily effective in warding off violation by those with more power. In several studies, research participants are shown brief videotape clips of women who been on the receiving end of mildly sexually harassing questions in the context of a job interview. Women who were harassed showed significantly more social smiles than those who were not harassed. In one follow-up study, male viewers were found to be significantly less accurate in decoding social smiles than female viewers. In a second perception study, we found individual differences among male observers, namely in the Likelihood to Sexually Harass (LSH) (Pryor, 1987). Specifically as scores on LSH increased, so did ratings of female targets as flirtatious and desirable when they displayed an appeasement smile. In sum, power appears not only to give those with it the prerogative to act at will (Fiske, 1993) but also the leeway to misinterpret gestures of appeasement from those with less power.

### MAKING THE BEST OF ONESELF: STATUS MANAGEMENT IN ORGANIZATIONS

*Sandra E. Spataro; Yale School of Management* – Status hierarchies are powerful forces in shaping patterns of interaction, influence, and communication. An individual's demographic characteristics—education, experience, and so on—form the basis of performance expectations around which prestige hierarchies organize. Where social status is distinct from formal or job status, two broad categories of characteristics contribute to an individual's social status: (1) personal (including demographic) characteristics, and (2) formal organizational level or rank. Historically, various states of characteristics within these two categories have been highly correlated (e.g., Caucasian, American males rise to the top of the organization and those with opposing characteristics

rank lower). As demographic diversity at all levels of organizations increases, and the tight link between demographic characteristics and job level or rank relaxes, the separate contributions of a person's demographic profile and job level to his or her social status will increase in importance. Drawing on expectation states and social categorization theories, I present a model of status management based on decoupling the status value of demographic and organizational characteristics. I argue there are opportunities for status enhancement inherent in an inconsistency of the status of demographic and organizational characteristics. I offer three strategies for increasing social status, based on manipulating the salience and expectations of various characteristics. Finally, I propose that level of identification with a characteristic and the extent to which an individual is high in self-monitoring will both moderate use of these strategies.

### THE BASES OF GENDER AND ARBITRARY-SET POWER

*Felicia Pratto<sup>1</sup>, Angela Walker<sup>2</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>Quinnipiac University* – The present research expands on social dominance theory (Pratto, 1996; Pratto & Walker, 2001) to address why gender and arbitrary-set distinctions such as race, religion, or class are so robustly associated with power differences. Theories of power have taken either an interpersonal approach (e.g., French & Raven, 1969; Thibaut & Kelly, 1969), emphasizing communal sharing in interpersonal relationships and basing power in the threat of withdrawal from such relationships, or an intergroup approach (e.g., Marx & Engels, 1846; Reskin, 1988), emphasizing hostility and competition between groups for resources and legitimacy. We argue that analyses of gender and arbitrary set power must consider both interpersonal and intergroup aspects and also how gender and arbitrary set power intersect with one another. In particular, we use national and international archival data to show that men, particularly those in dominant arbitrary-set groups, exercise power in four forms: 1) greater control over resources (as in land-ownership and wages), 2) greater control over forceful institutions and use of force (such as the law and extra-legal assault and murder), 3) ideological advantage (such as being privileged by gender and race stereotypes), and 4) a net gain in interpersonal social obligations (when others are more obliged to one than the reverse). Further, we show that these forms of power are not simply used against outgroups, but are often targeted against gender or arbitrary-set ingroup members in ways that maintain the integrity of each dominance system. Our analysis also therefore emphasizes how to understand variability in power within groups.

### ARE WE FREE AT LAST? LOSS AVERSION, SOCIAL DOMINANCE, AND WHITE AND BLACK AMERICANS' DIFFERING ASSESSMENTS OF PROGRESS TOWARDS RACIAL EQUALITY

*Richard P. Eibach; Cornell University* – In surveys white Americans are more likely than black Americans to judge that the US has made substantial progress towards racial equality. I propose that this difference is a product of the different psychological consequences of losing and gaining social status. Many white Americans may see movements towards racial equality as cutting into their own privileges and social dominance. Thus, white Americans may frame increases in racial equality as status losses for their ingroup. In contrast, most black Americans likely frame increases in racial equality as status gains for their ingroup. I argue that this difference in framing accounts for the difference in white and black assessments of the magnitude of racial progress because changes framed as losses tend to be subjectively more significant than changes framed as gains. Furthermore, I hypothesize that white Americans with a strong Social Dominance Orientation are more likely to be concerned about losses of their ingroup's social dominance and more likely to frame gains for racial minorities as losses for whites. These predictions were tested in laboratory studies with experimental groups losing or gaining status, survey studies assessing linking between SDO, zero-sum framing, and assessments of racial progress for white and black respondents, and survey experiments manipulating the zero-sum framing of social status and

opportunities. Together these studies supported the thesis that dominant and subordinate groups disagree about the magnitude of progress towards equality because equality represents loss in status for dominants and gain in status for subordinates.

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### Session D1

Friday, 4:15 - 5:30 pm

Salon C

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#### INVITED SPEAKERS:

**Donelson R. Forsyth, Virginia Commonwealth University**  
and

**David A. Kenny, University of Connecticut**

#### “Conceptual, Methodological, and Practical Suggestions for Reinvigorating the Study of Groups.”

An individualistic perspective on social behavior is contrasted with a collective, group-level orientation that emphasizes the development of theory, methods, and statistical procedures that explain groups and the interpersonal processes that unfold within them. The paradigmatic, procedural, and practical concerns that influence the study of groups are examined, with a focus on applying theoretical explanations of individual behavior to groups and the development of statistical procedures that not only take into account but exploit the interdependency of individuals in groups. Recommendations are offered for reinvigorating the scientific study of groups.

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### Session D2

Friday, 4:15 - 5:30 pm

Salon A/B

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#### SELF-REGULATION AS AN INTERPERSONAL PROCESS

**Chair: Eli J. Finkel; Northwestern University**

**Summary:** This symposium links together cutting edge research from the social cognitive and close relationships traditions to explore how individuals' self-regulation (the process of altering one's behavioral tendencies in the interest of achieving one's goals) is affected by other people. Although the five presentations emerge from different theoretical orientations and use diverse methodologies, they converge to make a crucial point: Important aspects of self-regulation are interpersonal. Social and personality psychologists have written volumes on the topic of self-regulation, but most of this work is mute on the role others play in influencing one's self-regulatory processes. The speakers in this symposium present work addressing this shortcoming. Shah and Fitzsimmons examine the implicit (automatic) effects of significant others on our goal pursuits. Andersen presents evidence that self-regulation allows individuals to maintain a sense of self-worth and promote positive affect in the transference process. Finkel, Campbell, Brunell, and Burke employ experimental and nonexperimental methods to demonstrate that inefficient interpersonal interaction with others impairs self-regulatory success on subsequent, unrelated tasks that the individual performs alone (e.g., GREs). Reis, Kumashiro, and Rusbult present data from dating and married couples to demonstrate the centrality of partner responsiveness in helping individuals achieve their goals. Finally, Chartrand, Fitzsimmons and Fitzsimmons explore the effects of priming

anthropomorphized objects on goal pursuit, social behavior and self-regulation. Together, the five talks highlight the importance of accounting for the effects of other people on our self-regulatory functioning.

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#### ABSTRACTS

#### CONSIDERING THE IMPLICIT ASSOCIATIONS OF GOALS TO SIGNIFICANT OTHERS: IMPLICATIONS FOR SELF-REGULATION AND SOCIAL RELATIONS.

*James Shah*<sup>1</sup>, *Grainne Fitzsimmons*<sup>2</sup>; <sup>1</sup>University of Wisconsin-Madison, <sup>2</sup>New York University – Our talk will present research that investigates the implicit association of goals to significant others and the implications of such associations for our efforts at self-regulation and our social relations. More specifically, we will first discuss how and when significant others automatically affect goal pursuit by examining the possibility that such priming may depend on our closeness to a significant other as well as the different goals this individual has for us. We will also explore the various consequences of goal priming through significant others by examining how such priming may have implications for the extent to which goals are pursued (as seen through task persistence and performance) and the extent to which they are inhibited or ignored (especially when a significant other is associated with a goal unrelated to a current pursuit). We will also examine how such priming may also affect how goals are consciously appraised (in terms, for instance, of their difficulty or value) and how their attainment is emotionally experienced. Finally, we will present research that considers how the association of significant others to goals may have implications for how we interact and relate to these individuals. In particular, we will discuss findings suggesting that just as our significant others may bring to mind specific goals, so might our current goal pursuits draw us closer to specific significant others, affecting how we perceive these individuals and act toward them.

#### SELF-REGULATORY PROCESSES IN TRANSFERENCE AND THE RELATIONAL SELF

*Susan M. Andersen; New York University* – Self-regulatory processes learned with significant others are part of knowledge stored in memory, an assumption tested in research on the social-cognitive process of transference (Andersen & Chen, 2002; and in other paradigms). In this paradigm, a mental representation of a significant other is activated by interpersonal cues (features of a new person), which then activates “the relational self” with this other, which is re-experienced with the new person. Controlled experiments using this procedure to trigger transference – by manipulating information learned about a new person – will be presented. Self-regulatory processes occur in transference in at least two ways. First, a motivation to protect the self emerges if the transference contains a threat to positive feeling about the self, i.e., self-worth is bolstered or self-enhanced (Hinkley & Andersen, 1996; Reznik & Andersen, 2003), countering the negative self-concept influx. Second, a motivation to protect the significant other (in the form of protecting the new person in transference) emerges if the transference contains cues that contradict a positive view of the loved other. Negative aspects of the new person evoke positive affect, suggesting prior self-regulatory work (Andersen et al., 1996; Berenson & Andersen, 2003) to soften the “flaws” of the loved one (see Murray & Holmes, 1993). Similarly, when one is outperformed in a self-relevant domain in a positive transference, one may even disown this aspect of self to soothe this valued relationship (Andersen & Strasser, 2003). The utility of conceptualizing self-regulation in terms of transference and the relational self will be discussed.

### **HIGH-MAINTENANCE INTERACTION: POOR INTERPERSONAL COORDINATION IMPAIRS SELF-REGULATORY SUCCESS**

*Eli J. Finkel<sup>1</sup>, W. Keith Campbell<sup>2</sup>, Amy B. Brunell<sup>2</sup>, Brenton J. Burke<sup>3</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>University of Georgia, <sup>3</sup>Rutgers University* – Tasks requiring interpersonal coordination with others are sometimes efficient and effortless (low-maintenance, or LM), sometimes inefficient and effortful (high-maintenance, or HM). In this presentation, we explore how tasks requiring interpersonal coordination influence interactants' subsequent self-regulation. First, we present evidence that, relative to experiencing LM interaction with romantic partners or coworkers, experiencing HM interaction results in impaired self-regulatory success (e.g., ineffective time management). Second, we present results from an experimental study in which we assigned participants to work with either a HM or LM confederate on a collaborative maze task. After participants were separated from confederates, they indicated whether they preferred to perform a challenging or simple anagram task. Whereas 62% of participants who interacted with the LM confederate elected to perform the challenging anagram task, only 15% of those who interacted with the HM confederate did so. Further, when all participants were presented with moderately difficult anagrams, those who interacted with the LM confederate solved 56% more than their HM counterparts. Finally, we present results from a study incorporating a new collaborative task (data entry), a new self-regulatory task (GRE questions), and a control condition. Participants who interacted with the HM confederate solved substantially fewer GRE problems relative both to those who interacted with the LM confederate and to those who completed the data entry task alone. Together, these results (a) suggest that HM interaction impairs interactants' motivation and performance on self-regulatory tasks and (b) underscore the importance of examining the effects of interpersonal interaction on self-regulation.

### **PARTNER RESPONSIVENESS AND SELF REGULATION**

*Harry T. Reis<sup>1</sup>, Madoka Kumashiro<sup>2</sup>, Caryl E. Rusbult<sup>2</sup>; <sup>1</sup>University of Rochester, <sup>2</sup>University of North Carolina* – To fully understand self-regulatory processes, it is important to examine the influence of close partners on key "self phenomena." We propose that one of the most crucial components of partner behavior is responsiveness, defined in terms of understanding, validation, and caring. This paper reviews recent findings regarding the role of partner responsiveness in mediating the benefits to selves (and to self-regulation) of two prominent phenomena: (a) partner affirmation, or partner behavior that is compatible with the individual's ideal self; and (b) partner enhancement, or partner perceptions that are more positive than the individual's beliefs regarding the actual self. We report findings from studies of dating and marital couples, using data from global self-report measures, interaction records, and the coding of couple interactions. As anticipated, affirming partner behavior promotes individual movement toward the ideal self at least in part due to the mediating impact of partner responsiveness. In like manner, enhancing partner behavior promotes effective self-regulation at least in part due to the mediating impact of partner responsiveness. These findings extend our knowledge of the centrality of partner responsiveness in the giving and receiving of partner behaviors such as affirmation and enhancement, thereby illuminating our knowledge of effective self-regulation.

### **THE EFFECTS OF PRIMING ANTHROPOMORPHIZED OBJECTS ON BEHAVIOR**

*Tanya L. Chartrand<sup>1</sup>, Gráinne Fitzsimons<sup>2</sup>, Gavan J. Fitzsimons<sup>1</sup>; <sup>1</sup>Duke University, <sup>2</sup>New York University* – Perceiving another person can automatically activate stereotypes that lead the perceiver to behave in a stereotype-consistent fashion (e.g., Bargh, Chen, & Burrows, 1996). Further, exposure to significant others can automatically activate goals and subsequently change the perceiver's behavior (e.g., Fitzsimons & Bargh, 2002; Shah, 2003). Thus far, research has centered on stereotypes dealing with human beings – racial, gender, and other group-based stereotypes. But we also have stereotypes concerning anthropomorphized objects (Aaker, 1997). Can these stereotypes also become automatically

activated and then guide behavior? The current research used a priming methodology to determine whether exposure to anthropomorphized objects can nonconsciously guide behavior. Across three studies, participants are first supraliminally or subliminally exposed to anthropomorphized objects including dogs and cats (Study 1) and brand logos (Studies 2 and 3). Results reveal that participants behave in line with the activated stereotype, such that those primed with dogs are more loyal, and those primed with the Macintosh brand name are more creative. Moreover, Study 3 shows that a goal state is activated by the anthropomorphized objects, such that the behavioral tendency gets stronger with time. We conclude that even incidental exposure to common objects that have human characteristics ascribed to them (such as house pets and common brand logos) appears to influence behavior, providing further evidence that perception-behavior effects and nonconscious goal pursuit may be ubiquitous in everyday life.

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### **Session D3**

**Friday, 4:15 - 5:30 pm**

**Salon F**

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### **ROMANTIC LOVE AND SEXUAL DESIRE: FOUR NEW APPROACHES**

**Chair: Arthur Aron; State University of New York, Stony Brook**

**Discussant: Elaine Hatfield; University of Hawaii**

**Summary:** This symposium brings together four methodologically innovative research programs, each of which has made a dramatic new foray into discriminating between romantic love and sexual desire. This is an issue of great theoretical and practical importance for understanding human social behavior and one on which little progress had been made using more conventional approaches. Keltner summarizes two sets of experiments, based on evolutionary considerations, showing that romantic love and sexual desire have distinct signals as conveyed by postural and facial behavior and touch. Gonzaga and Hazelton report two experiments in which love helped individuals suppress thoughts of an attractive alternative to their romantic relationship but enhanced thoughts of their romantic partner; in contrast, sexual desire made it more difficult for individuals to suppress the thought of an attractive alternative and easier to suppress the thought of a romantic partner. Diamond argues that individuals can fall in love with partners of either gender, regardless of their overall sexual predispositions, because of the fundamental functional distinctions between evolved biobehavioral mechanisms underlying love and desire; her presentation includes new data from an 8-year longitudinal study of sexual-minority women. Finally, Aron and colleagues present results of a newly completed fMRI study showing a pattern of neural activation engaged by intense romantic love that is different from neural activations (observed in other studies) associated with sexual arousal. Elaine Hatfield, the foremost pioneer in the social psychological study of romantic love and sexual desire, has agreed to serve as discussant.

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### **ABSTRACTS**

**NONVERBAL DISPLAYS OF LOVE AND DESIRE**

*Dacher Keltner; University of California, Berkeley* – Do pro-social emotions, such as love, desire, compassion, and gratitude, have distinct nonverbal displays? Recent evolutionary accounts would say yes. Namely, cooperative, interdependent relationships are most successful when people can enter into relationships with other, committed and cooperative individuals. This would suggest that the emotions that motivate long-term commitments within intimate relationships -- namely love, desire, compassion, and



gratitude -- would possess distinct and readily identifiable nonverbal displays. A first set of studies explores this hypothesis as it applies to love and desire. Love is postulated to promote commitment and desire sexual action. In studies of romantic partners of different ethnicities, four affiliation cues -- open handed gestures, smiles, forward leans, and mutual gaze -- related to: a) partners' reported experience of love but not desire; b) the other partner's attribution of love but not desire; c) reports of commitment, and behavior related to commitment; and d) oxytocin. In contrast, three sexual cues -- lip licks, lip wipes, and lip sucks -- relate to reports and attributions of desire but not love and to sexual behavior but not commitment. In a second line of evidence, I show that love, compassion, gratitude, and desire can also be conveyed reliably through tactile stimulation on a stranger's forearm.

**ROMANTIC LOVE, SEXUAL DESIRE, AND THE SUPPRESSION OF UNWANTED (AND WANTED) THOUGHTS** *Gian C. Gonzaga, Martie G. Haselton; University of California, Los Angeles* – How do individuals resist the temptation of attractive alternatives and remain loyal to their relationship? Based on the theory that love promotes commitment but sexual desire does not (Gonzaga et al., under review), the current work investigated how the experiences of love and sexual desire affect an individual's ability to suppress thoughts of both attractive alternatives and romantic partners. In a first study, participants in monogamous dating relationship were induced to feel either love or sexual desire for their romantic partner. They were then asked to suppress and then express the thought of the attractive alternative, or vice-versa, while writing essays about their romantic partner. Participants in the sexual desire condition had more thoughts of the alternative in the express condition if they had first suppressed the thought of the alternative than if they had not (i.e., a rebound effect). In contrast, participants in the love condition had fewer thoughts of the alternative in the express condition after they had first suppressed the thought of the alternative (e.g., a suppression effect). In a second study, the same emotion induction was used but participants were asked to suppress or express the thought of their romantic partner while writing essays about an attractive alternative. In contrast to Study 1, participants induced to feel love had more thoughts of their romantic partner than those induced to feel sexual desire. This is among the first experimental evidence showing a causal link between love and social cognitive mechanisms that defend relationship commitment.

**AN ATTACHMENT-THEORETICAL PERSPECTIVE ON SEX, LOVE, AND SEXUAL ORIENTATION** *Lisa M. Diamond; University of Utah* – In considering different theoretical models of the links and distinctions between sexuality and romantic love, it is instructive to consider the implications of these models for conceptualizations of sexual orientation. It is typically presumed that heterosexual individuals only fall in love with other-gender partners and gay/lesbian individuals only fall in love with same-gender partners, reflecting the conventional wisdom that sexual desire and romantic love are part and parcel of one another. Yet in actuality, considerable psychological, historical, and cross-cultural data demonstrate that otherwise heterosexual individuals sometimes desire and/or fall in love with same-sex individuals, just as otherwise gay/lesbian individuals sometimes desire and/or fall in love with other-sex individuals. In this paper I develop a bibehavioral, attachment-theoretical model of love and desire to explain these phenomena. The model specifies that (1) the evolved bibehavioral mechanisms underlying human sexual desire and affectional bonding are functionally independent – consequently, one can “fall in love” without experiencing sexual desire; (2) the processes underlying affectional bonding are not intrinsically oriented toward other-gender or same-gender partners—consequently, individuals can fall in love with either gender, regardless of sexual orientation; (3) the bibehavioral links between love and desire are bidirectional, particularly among women – consequently, individuals can develop novel sexual desires (even desires that contradict their sexual

orientations) as a result of falling in love. The implications of this model for understanding gender differences in same-sex and other-sex love and desire are discussed.

**NEURAL SYSTEMS ENGAGED BY ROMANTIC LOVE: AN FMRI STUDY** *Arthur Aron<sup>1</sup>, Helen Fisher<sup>2</sup>, Debra Mashek<sup>3</sup>, Greg Strong<sup>1</sup>, Haifang Li<sup>1</sup>, and Lucy L. Brown<sup>4</sup>; <sup>1</sup>State University of New York at Stony Brook, <sup>2</sup>Rutgers University, <sup>3</sup>George Mason University, <sup>4</sup>Albert Einstein College of Medicine* – We studied 9 women and 8 men who reported being intensely "in love," using functional magnetic resonance imaging (fMRI). Relationship length ranged from 1-17 mos (median 7 mos). Participants alternately viewed a photograph of their beloved and a photograph of a familiar, emotionally neutral individual, interspersed with an attentionally demanding distraction task. As compared to either the neutral image or the attentional task, there was significantly greater activation when viewing the beloved's image in both the right ventral tegmental area and the right caudate tail, areas associated with reward and visual object input. These results, along with results correlating fMRI activations with relationship length and self-report measures of intensity of romantic love, are consistent with an interpretation that multiple neural systems are associated with early stage intense romantic passion; among them are dopamine-modulated basal ganglia loops that may underlie the reward, motivation and attention components of romantic love. Notably, our findings suggest a pattern of neural activations for romantic love distinct from sexual arousal, which is known to be primarily linked with the androgens and estrogens and related neural pathways. Further, a recent fMRI study of sexual arousal found activation in brain regions (e.g., the claustrum) that showed minimal activation in our study. More generally, we consider our results as supportive of Fisher's model that the sex drive evolved to motivate individuals to seek sexual union with any appropriate mating partner; while romantic attraction evolved to enable individuals to prefer and pursue a specific partner, thereby promoting reproductive success.

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**Session D4**

**Friday, 4:15 - 5:30 pm**

**Salon G**

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**THE ROLE OF THE SELF IN THE STEREOTYPE-TO-BEHAVIOR LINK: PARALLELS BETWEEN STEREOTYPE THREAT AND IDEOMOTOR PROCESSES**

**Chairs:** *Michael Inzlicht, Joshua Aronson; New York University*

**Discussant:** *Robert M. Arkin; Ohio State University*

**Summary:** Recent research has shown that stereotypes can influence behavior in meaningful ways. There have been two dominant accounts for these stereotype-to-behavior effects. The first, originally discussed by Steele and his colleagues (e.g. Steele & Aronson, 1995), falls under the rubric of stereotype threat, which suggest that individuals ironically behave in ways consistent with the negative stereotypes they are motivated to refute. The second, initially discussed by Bargh (e.g. Bargh, Chen, & Burrows, 1996), is a cognitive account suggesting that stereotypes alter behavior automatically—that is unconsciously, unintentionally, efficiently, and uncontrollably (Bargh, 1994). Although these two lines of research offer similar predictions, with few exceptions (e.g. Dijksterhuis & Bargh, 2001; Steele, Spencer, & Aronson, 2002; Wheeler & Petty, 2001), the theoretical models used to account for the predictions have remained independent. We redress this shortcoming by focusing on the parallels between stereotype threat and ideomotor

processes and concentrate on an area relevant to both theoretical accounts: the self. The first presentation explores the role of social identity and argues that it moderates the effects of stereotype threat on intellectual performance. The second investigates how group membership and social identity affect sensitivity to stereotype activation and discovers that it regulates automatic behavior. The third shows that group-composition can automatically lead to stereotype assimilation, but that this effect is moderated by self-monitoring. Finally, the last presentation argues that the stereotype-to-behavior effect operates via temporary changes in perceptions of the self and predicts that self-monitoring can moderate automatic behavior.

## ABSTRACTS

**UNDERSTANDING THE IDENTITY THREAT INVOLVED IN STEREOTYPE THREAT** *Toni Schmader, Mike Johns; University of Arizona* – If we assume that stereotype threat interferes with one's performance because it poses a threat to one's sense of identity, then individual difference variables that increase the salience of identity threat should also increase one's susceptibility to stereotype threat. Specifically, the importance of the stigmatized social identity to self-definition and a suspicion that the negative stereotype might be valid are two factors that could enhance the degree to which negative group stereotypes are seen as a threat to one's identity. For example, in one study women performed more poorly on a math test when their gender identity was made salient, but this effect was significantly larger for women who were highly gender identified. A second study revealed that women who showed some tendency to endorse gender stereotypes about women's math ability also showed higher levels of stereotype threat when their gender identity was made salient during a math test. In a third study we examined whether we can inoculate women against the identity threat posed by stereotype threat by educating them about its effects. Results of this study show that even though informing women about stereotype threat effects prior to taking a math exam explicitly primes threatening gender stereotypes and expectations of lower performance, women who are armed with this external attribution for their anxiety do not show lowered test performance. Implications for the role of the self and identity in stereotype threat effects will be discussed.

**STEREOTYPE PERFORMANCE BOOSTS: DIFFERENTIAL PROCESSES FOR TARGETS AND NON-TARGETS** *Margaret Shih, University of Michigan* – Previous work has found that the salience of identities associated with negative stereotypes hurts performance (e.g. Steele & Aronson, 1995) while the salience of identities associated with positive stereotypes boosts performance (e.g. Shih, Pittinsky & Ambady, 1999). Moreover, research has shown that stereotypes affect the performance of both individuals who are and who are not targets of the stereotype. Study 1 examined the impact of subtle or blatant methods of positive stereotype activation on the math performance of targets and non-targets. Targets showed performance boosts when stereotypes were subtly activated but not when they were blatantly activated. Non-targets, one the other hand, only showed boosts in performance when stereotypes were blatantly activated. Furthermore, results showed that higher expectations for performance mediated performance boosts for non-targets but not for targets. Study 2 found that awareness of the prime hurt the performance of targets but not of non-targets. Study 3 provided evidence that the salience of positive stereotypes improves performance by enhancing ability to concentrate. Participants who were exposed to a positive stereotype were less easily distracted than participants who were not exposed to the stereotype. These results suggest that the salience of identities and stereotypes impact performance through different processes for targets and non-targets.

**MODERATING THE STEREOTYPE-TO-BEHAVIOR LINK: WHEN BEING OUTNUMBERED DOES NOT HURT INTELLECTUAL PERFORMANCE** *Michael Inzlicht, Joshua Aronson; New York University* – Research has shown that being in the numerical minority can lead to deficits in intellectual performance. One possible explanation for this effect is that minority situations can activate negative stereotypes in the minds of those who are outnumbered, and so trigger a chain of events—both cognitive and motivational—that lead to behavior that is in-line with the stereotype. We argue here that the deleterious effects of being outnumbered need not extend to everyone. Rather, we posit that some people, specifically individuals high in self-monitoring, can overcome the full brunt of stereotypes and perhaps even thrive in otherwise threatening minority settings. In short, we examine whether self-monitoring can moderate the minority-induced stereotype-to-behavior link. In Study 1, female participants high and low in self-monitoring took a math test in three-person groups—either with 2 other females or 2 males. Although minority situations led to lower performance for low self-monitors, as predicted, the performance of high self-monitors was unaffected. In Study 2, Black participants took a verbal test with 2 other Black students, 2 White students, or 1 Black and 1 White student. Results replicated those of Study 1, but also showed that (a) high self-monitors contrasted with the stereotype (i.e. did better when they were outnumbered), (b) performance increased/decreased as a function of the number of White people in the room, and (c) race-composition of the group was capable of activating race stereotypes. We discuss these results in relation to theories of challenge/threat, self-regulation, stereotype threat, and the automaticity of behavior.

**SELF-MATCHING AND SELF-MONITORING: DIFFERENTIAL EFFECTS OF PRIMED STEREOTYPES ON PERSUASION** *S. Christian Wheeler<sup>1</sup>, Ken DeMarree<sup>2</sup>, Richard Petty<sup>2</sup>; <sup>1</sup>Stanford Graduate School of Business, <sup>2</sup>The Ohio State University* – Wheeler & Petty (2001) posited that stereotype activation can sometimes alter behavior by temporarily changing perceptions of the self. To the extent that primes can affect behavior this way, low self-monitors should be most likely to exhibit behavioral assimilation to primed constructs. This is because low self-monitors show greater change in self-perceptions in response to dispositionally diagnostic information and maintain consistency between their internal states and their behaviors compared to high self-monitors. High self-monitors, on the other hand, rely on external cues to guide behavior more than low self-monitors, and so should show smaller priming effects. Two studies tested these predictions using a message-matching paradigm in which advertisements were designed to match or mismatch primed stereotypes. In the first study, participants were primed with the hippie or athlete stereotype and then read advertisements for beverages appealing to each type of individual. Results indicated that participants exhibited a relative preference for the prime-matched products, but only when they were low in self-monitoring. In addition, low (but not high) self-monitors indicated more agreement with belief statements prototypically associated with each stereotype. In the second study, White participants were primed with the African-American stereotype or not and then evaluated an advertised product. Manipulated within the advertisement were the advertisement background, designed to match or mismatch the African-American stereotype, and the quality of the arguments in the message. Results indicated greater elaboration of the prime-matched message among low self-monitors but not high self-monitors.

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**Session D5**  
**Friday, 4:15 - 5:30 pm**  
**Salon D/E**

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## **HOT NEW DEVELOPMENTS IN JUSTICE THEORIZING AND RESEARCH**

**Chairs:** Linda J. Skitka<sup>1</sup>, Tom Tyler<sup>2</sup>; <sup>1</sup>University of Illinois, Chicago, <sup>2</sup>New York University

**Summary:** There are a number of new trends in the social psychological study of justice. Specifically, there is increasing attention being given to (a) "negative justice" - i.e., what happens after wrongs have occurred, (b) contingent models that specify the boundary conditions when different considerations are more or less important in how people reason about justice, (c) underlying social-cognitive processes that may drive justice reasoning, (d) emotion, and moral emotion in particular, and the role that it plays justice judgments, and (e) an expanded view of the role of identity in shaping why people care about justice. The researchers gathered for this symposium are exploring some of these new frontiers. For example, John Darley and Thane Pittman describe the mediating role of moral outrage in whether people believe justice requires compensation or retribution, with exciting fMRI results. Mullen and Skitka explore the role that moral identity concerns play in justice reasoning, as well as the degree that judgments of fairness and unfairness are arrived at through different processes. Tyler extends previous work on procedural justice by differentiating the role of identity enhancement and security play in why people care about justice, and how these then relate to cooperation in social groups. Finally, van den Bos tests competing hypotheses about whether justice concerns are rooted more in a need to manage uncertainty or needs to cope with existential threat. Taken together, these represent some interesting new trends in justice theorizing and research, an increasingly dynamic area of inquiry.

### **ABSTRACTS**

**RAGE AND REASON: WHAT THE FMRI TELLS US ABOUT THE DYNAMICS OF PREFERENCES FOR RESTITUTION OR RETRIBUTION** John Darley<sup>1</sup>, Thane Pittman<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>Gettysburg College - When one person wrongfully harms another, observers see the need for restitution to the victim, that renders the victim "whole," and sometimes also for some sort of punishment inflicted on the offender. If the harm is inflicted unintentionally, it matters whether it was inflicted in a way that was careless, in which case the major concern is with extracting restitution from the offender, or blamelessly. In these careless cases, the offender is required to compensate the victim, but retributive punishment is generally not extracted. If the actor is judged blameless in bringing about the accident they are not generally required to compensate the victim. It is intentional harm-doing that triggers the desire for punishment: if the harm is inflicted intentionally, and the infliction was not excusable or justifiable then the observer tends to seek not only compensatory restitutional payments from the offender, but to impose a punishment on the offender. The degree to which the observer is "morally outraged" by the harming action is a good predictor of the magnitude of the retributive punishment that the observer extracts, a finding that, taken with other evidence, suggests that it is a Kantian "just deserts" punishment that is the goal that the observer is seeking. Surprisingly, deterrent and incapacitive motives for punishment seem less important. Some preliminary fMRI evidence hints that these just deserts retributive reactions of moral outrage are a joint product of reasoned and emotional processes.

**JUSTICE RUNS SHALLOW, BUT INJUSTICE RUNS DEEP. A DUAL PROCESS MODEL OF JUSTICE REASONING** Elizabeth Mullen, Linda J. Skitka; University of Illinois at Chicago - We present data that supports the notion that people's self-expressive moral positions or stands ("moral mandates") are important determinants of how they reason about fairness. When events support people moral mandates, they care little about procedures used to arrive them. However, when outcomes are inconsistent with moral mandates, they are motivated to search for procedural flaws. To test these ideas, participants read newspaper articles that reported on the procedures and outcome of a legal case loosely based on real defendants who committed a crime that either supported or opposed abortion (e.g., falsified medical records to provide a late-term abortion, bombed an abortion clinic) and provided their judgments of procedural and outcome fairness. Results revealed that participants who had a moral mandate about abortion rated procedures that failed to yield their morally mandated outcome as less fair relative to those who either did not have a moral mandate, or those whose mandated outcome was supported. Process data based on free recall and a lexical decision making task explored whether justice is a more highly activated concern when procedures yield a preferred or expected result, versus a non-preferred or unexpected result. This data is also used to test whether people think more systematically about perceived unfair than fair events. This and other data support a dual process model of justice reasoning.

### **WHY DOES PROCEDURAL JUSTICE MATTER?: PROCEDURAL JUSTICE, SOCIAL IDENTITY, AND COOPERATIVE BEHAVIOR**

Tom R. Tyler; New York University - People's cooperation with others in groups, organizations, and societies is often viewed as linked to the level and type of group outcomes they are receiving. Social exchange theories argue that people want to receive favorable outcomes, while theories of distributive justice suggest that they want fair outcomes. Given this outcome frame, it is striking that during the last several decades a number of justice studies have demonstrated that a key judgment shaping cooperation involves the fairness of group procedures. One way to understand these findings is to argue that fair procedures are expected to produce fair outcomes. Drawing on the group engagement model of justice and cooperation I propose a different view about why procedural justice matters. This view is that people are concerned about maintaining favorable identities and that procedural justice provides two types of information central to identity maintenance in group settings. First, the use of fair procedures maximizes the degree to which people feel that they have identity security because there are neutral and factual decision-making procedures that protect people from being subjected to the application or personal biases, prejudices or stereotypes. Second, the use of fair procedures maximizes people's opportunities for identity enhancement by encouraging involvement in decision making, highlighting the concern of authorities for people's individualized needs and concerns, and promoting treatment with dignity and respect. For these reasons, procedural justice encourages people to "buy into" group goals, leading to high levels of willing and voluntary cooperative behavior.

### **JUSTICE AND THE CAVE MAN: THE IMPACT OF UNCERTAINTY AND MORTALITY SALIENCE ON REACTIONS TO VIOLATIONS OF CULTURAL NORMS AND VALUES**

Kees van den Bos; Utrecht University, The Netherlands - This paper focuses on the origins of why justice matters to people. At least two theoretical frameworks are judged to be important for answering this question: terror management theory and the related uncertainty management model. In a test of these frameworks, the present study explores the impact of mortality and uncertainty salience on people's reactions to events that violate or bolster people's cultural norms and values. In explaining these reactions, the above-identified frameworks focus on two different antecedents: Terror management theory emphasizes the influence of mortality salience on these reactions. The uncertainty management model focuses on the impact of uncertainty salience. Three experiments show that both mortal-

ity and uncertainty salience affect people's reactions to violations and bolstering of important cultural norms and values, yielding evidence for both terror and uncertainty management theories. Interestingly, the three experiments consistently reveal that uncertainty salience has a bigger impact on people's reactions than mortality salience, suggesting that, at least sometimes, the former is a more important antecedent of people's reactions to norms and values issues than the latter. Implications are discussed.

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### Session E1

Saturday, 10:15 - 11:30 am

Salon C

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#### CAMPBELL AWARD ADDRESS

**Robert Cialdini, Arizona State University**

Recipient of the Donald Campbell Award for Distinguished Research in Social Psychology

**“Recycling the Concept of Norms to Protect the Environment”**

**Chair: Mark Zanna, University of Waterloo**

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### Session E2

Saturday, 10:15 - 11:30 am

Salon A/B

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#### EXPLORING THE COMPLEXITY OF INTERGROUP EMOTIONS, BELIEFS, AND BEHAVIOR: FOUR THEORETICAL ALTERNATIVES

**Chair: Steven L. Neuberg; Arizona State University**

**Summary:** Prejudice—traditionally conceptualized as a general evaluation—offers a grossly insufficient foundation for explaining the highly textured reality of intergroup affect and behavior. Recently, advocates of four theoretical perspectives have independently converged on this provocative and far-reaching conclusion, having demonstrated that individuals often respond with different emotions (e.g., anger, fear, pity, disgust, respect) and behaviors (e.g., aggression, escape, helping, avoidance, alliance formation) toward members of different groups. Each approach, however, explores different (but overlapping) affective and behavioral domains, and proposes different theoretical underpinnings for describing and understanding this complexity. Proponents will introduce each perspective, present the latest empirical evidence testing it, and compare and contrast it to the other approaches. Fiske and Cuddy propose that intergroup feelings emerge systematically from evaluations of a group's warmth (which implies its good or ill intent) and competence (which implies its ability to follow through with the intent). Livingston, Brewer, and Alexander propose that assessments of status, goal compatibility, and power determine the images people hold of other groups, and that different images trigger different stereotypes, emotions, and actions. Generalizing from individual-focused appraisal theories of emotion, Smith and Mackie suggest that intergroup emotions and their associated action tendencies emerge from appraisals of how an intergroup situation will affect one's own group. Lastly, Cottrell and Neuberg propose that group members are attuned to threats to their own group's valued resources and social structures/processes, and that

qualitatively distinct patterns of threat motivate qualitatively distinct patterns of intergroup emotion and action.

#### ABSTRACTS

##### FRIEND OR FOE? ABLE OR UNABLE? BOTH INTERGROUP AND INTERPERSONAL EMOTIONS RESULT FROM PERCEIVED WARMTH AND COMPETENCE

*Susan T. Fiske, Amy J. C. Cuddy, Princeton University* – When people encounter another person or group, for sheer survival purposes, they first need to know the other's good or ill intent toward themselves and their group. This is captured by inferences about the other's warmth, and it would serve an important survival function to judge intent quickly. Knowing the other's intent, it is also important to know the other's ability to enact that intent. This is captured by inferences about the other's competence. In individual person perception, perceived competence and warmth have been central dimensions for decades (Rosenberg & Sedlak, 1972). Recent evidence shows that they are central dimensions for intergroup perceptions as well (Fiske, Cuddy, Glick, & Xu, 2002), and this holds across at least 15 countries sampled so far (Cuddy, Fiske, Glick, Kwan et al., 2003). Each of these combinations of high and low warmth and competence predicts unique emotional responses, based on attributional theories of emotion and social comparison theories of relative status and assimilation. We show that intergroup emotions of pity, contempt, envy, and pride follow from this framework, as they do in the interpersonal domain.

##### IMAGES, EMOTIONS, AND PREJUDICE: QUALITATIVE DIFFERENCES IN THE NATURE OF BLACK AND WHITE RACIAL ATTITUDES

*Robert W. Livingston<sup>1</sup>, Marilyn B. Brewer<sup>2</sup>, Michele G. Alexander<sup>3</sup>; <sup>1</sup>University of Wisconsin-Madison, <sup>2</sup>The Ohio State University, <sup>3</sup>University of Maine* – In contrast to general attitude models of prejudice, the present paper argues that societal factors influence not only the quantity of prejudice expressed, but the very nature and function of interethnic racial attitudes. Intergroup Image Theory maintains that the content of outgroup stereotypes and racial attitudes can be systematically predicted as a function of “images” produced by the combination of three variables: perceived status, perceived compatibility, and perceived power. Study 1 shows that Black and White prejudice toward their respective outgroup was characterized by distinct images, and these images, in turn, predicted different behavioral orientations toward the outgroup. Whites' perceptions of Blacks were driven primarily by “barbaric” images (low status, low compatibility, high power), and the behavioral tendency to flee or protect, while Blacks' perceptions of Whites involved the “imperialist” image (high status, low compatibility, high power), and the behavioral tendency to resist or rebel. As an extension of these findings, Study 2 investigated the relationship between racial attitudes and outgroup emotions. This study revealed that the relationships between prejudice and emotions were consistent with Blacks' and Whites' outgroup images and behavioral tendencies. Specifically, White prejudice toward Blacks was significantly related to fear and contempt whereas Black prejudice toward Whites was related to only to anger and resentment. As a whole, these data suggest that Black and White prejudice have different antecedents and are driven by distinct psychological processes. Implications for “prejudice-as-general-attitude” models and theories of conflict resolution are discussed.

##### INTERGROUP EMOTIONS THEORY: CORE ASSUMPTIONS AND SUMMARY OF EVIDENCE

*Eliot R. Smith<sup>1</sup>, Diane M. Mackie<sup>2</sup>; <sup>1</sup>Indiana University, Bloomington, <sup>2</sup>University of California, Santa Barbara* – Intergroup Emotions Theory (IET; Smith, 1993; Mackie, Devos, & Smith, 2000) takes its place among several other recently emerging perspectives in emphasizing the complexity of reactions to outgroups and their members. In particular, several models now reject the idea that intergroup relations can be fully understood simply as a matter of positive or negative evaluations of ingroups and outgroups. IET differs from these other

perspectives in its core assumptions, however. First, it places emotion (and the related concepts of appraisal and action tendency) at the heart of the model. Emotions experienced regarding outgroups and their members (rather than stereotypes or evaluations of outgroups) are the central explanatory construct. The emotions are driven by appraisals (interpretations) of the implications of the intergroup situation for the perceiver's own group, and in turn they drive emotional action tendencies (impulses to act in specific ways toward outgroups). Second, IET holds that the relevant emotions are those that people experience when they regard themselves – that is, self-categorize – as group members. People can and do experience emotions in response to events that affect their collective selves, as well as their individual selves (despite the individualistic bent of emotion theory in general). This presentation clarifies some of the parallels and differences between the IET perspective and others. It also presents results of several studies supporting IET's two core assumptions: that emotions are central determinants of prejudice, and that emotions at the group level are distinct from those at the individual level and the interpersonal (empathy) level.

**FROM THREAT TO EMOTION TO ACTION: A SOCIOFUNCTIONAL ANALYSIS OF INTERGROUP INTERACTIONS**

*Catherine A. Cottrell, Steven L. Neuberg; Arizona State University* – Intergroup emotions are remarkably textured: people are primarily afraid of some groups, largely angry at other groups, and feel mainly guilt about yet other groups. Individuals also direct different actions—from escape behavior to aggression to reconciliation—toward different groups. We propose that this richness of emotional and behavioral response emerges from the specific threats that people believe other groups pose to their own group. According to a sociofunctional approach (Neuberg, Smith, & Asher, 2000; Neuberg & Cottrell, 2002), people—as highly social animals—invest substantially in their groups, which help them to survive and thrive. Individuals maximize this investment by effectively identifying and responding to threats to their group's valued resources and social structures and processes. Once detected, each qualitatively distinct threat elicits a qualitatively distinct emotion and action tendency toward the outgroup. These threat-emotion-behavior packages motivate functionally specific responses that minimize the negative impact of the perceived threat, thereby helping the individual manage the risks and rewards of human sociality. We have previously demonstrated systematic links between the patterns of specific threats associated with different groups and the patterns of discrete emotions felt toward those groups (Cottrell & Neuberg, 2003). Extending those earlier investigations, we present novel data testing the hypothesized connections from perceived threat to elicited emotion to behavioral inclination, as evidenced by European Americans' beliefs, emotions, and actions toward an assortment of social and ethnic groups. These data further highlight the tremendous variation in cognitive, emotional, and behavioral responses that characterize interactions with different groups.

**Session E3**

**Saturday, 10:15 - 11:30 am**

**Salon F**

**LOVES LOST, GAMES BOTCHED, AND EXAMS BLOWN: COUNTERFACTUAL THINKING IN EVERYDAY LIFE**

**Chair: Neal Roese; University of Illinois**

**Summary:** Counterfactual thoughts focus on what might have been, on past actions and events that could have gone differently. These thoughts influence a range of emotions and social judgments, and have been the

topic of continuing research by social psychologists for 20 years. The latest research continues to emphasize the diverse range of social judgment phenomena in which counterfactual inferences play a role. The presentations of this symposium continue in this tradition but also emphasize new methods of studying counterfactual thinking in everyday life, focusing on the regrets felt for setbacks in romance, sporting events, and academic achievement.

**ABSTRACTS**

**SEX DIFFERENCES IN REGRET: ALL FOR LOVE?** *Neal J. Roese<sup>1</sup>, Ginger L. Pennington<sup>2</sup>; <sup>1</sup>University of Illinois, <sup>2</sup>University of Chicago* – Across hundreds of studies of regret and counterfactual thinking, sex differences in both content and process tend not to occur: women and men are remarkably similar in which aspects of their past they wish could have been different, and in the intensity of emotion that results from such realizations. We have discovered a domain-specific sex difference centering on whether regrets focus on actions versus inactions. In the context of short-term romantic encounters, men report mainly regrets of inaction (specifying behaviors they wish they'd undertaken), whereas women report and even mix of regrets of inaction and action (specifying behaviors they wished they'd avoided). No sex differences appear in other close social relations, as with friends, sibling, or parents. Drawing a connection from previous research, this pattern suggests a link to Higgins' theory of regulatory focus, in which women more than men chronically emphasize prevention concerns in romantic relationships. Further connections to evolutionary theory, interdependent vs. independent modes of self-construal, and perceived power are discussed.

**A GAME OF INCHES: SPONTANEOUS COUNTERFACTUALS BY BROADCASTERS DURING MAJOR LEAGUE BASEBALL PLAYOFFS**

*Lawrence J. Sanna; University of North Carolina, Chapel Hill* – This research tested whether counterfactuals are made spontaneously outside of the laboratory by coding sportscasters' on-line verbalizations during nationally televised Major League Baseball playoff broadcasts. It also tested whether naturally occurring game features relating to closeness (score closeness, series closeness, game end, and playoff end) delineated conditions under which counterfactuals were more likely. All 61 games in the 1998 and 1999 MLB playoff series were videotaped, constituting over 170 hours of game time. Counterfactuals were made quite frequently by sportscasters, at a rate of about one counterfactual every 8 minutes. More counterfactuals were uttered by sportscasters as games progressed from early to late innings, which was particularly true when scores were close. More counterfactuals were also uttered with closer scores when series were tied than when one team had a lead. Whether counterfactuals are made spontaneously outside of the laboratory is a question that strikes at the very heart of the area, is critical to the area's integrity, and thus is of considerable importance both theoretically and practically. This research provided a strong test in a realistic setting of spontaneous counterfactual thinking in which there was no explicit directing, instructing, or prompting from researchers. As such, the research documents the ecological validity of spontaneous counterfactual thinking as it occurs in naturalistic settings beyond the laboratory.

**WHEN SURVEILLANCE ENGENDERS PERCEPTIONS OF DISHONESTY: THE CASE OF THE COUNTERFACTUAL SINNER**

*Dale T. Miller<sup>1</sup>, Brian D. Staub<sup>3</sup>, Penny S. Visser<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of Chicago, <sup>3</sup>Princeton University* – How does counterfactual thinking influence person perception? Two studies support the hypothesis that impressions formed of actors reflect not only what actors do, but what they easily can be imagined doing. The actors in the present studies were 10 year-old boys who were taking a math test in a context in which the temptation to cheat and the constraints against cheating varied. When the temptation to cheat was high but the likelihood of getting caught was also high, observers perceived a non-cheating

actor to be less trustworthy than both an actor who resisted high temptation under low likelihood of detection and a control actor whom they did not see. This latter difference was not found when the temptation to cheat was low, suggesting that its occurrence under high temptation resulted from observers in that condition generating the counterfactual thought that the actor would have cheated had the likelihood of detection not been high. Observers thus drew inferences not from actual behavior that could be explained by situational inducements but from imagined behavior that situational inducements brought to mind. Links between counterfactual thought and the attribution process are discussed, as are implications for an understanding of the relationship between surveillance and trust.

**COUNTERFACTUAL THINKING AND THE FIRST INSTINCT FALLACY** Justin Kruger<sup>1</sup>, Derrick Wirtz<sup>1</sup>, Dale T. Miller<sup>2</sup>; <sup>1</sup>University of Illinois, <sup>2</sup>Stanford University – Most people believe that they should avoid changing their answer when taking multiple-choice tests. Virtually all research on this topic, however, suggests that this strategy is ill-founded: most answer changes are from incorrect to correct, and people who change their answers usually improve their test scores. Why do people believe in this strategy if the data so strongly refute it? We argue that the belief is a product of counterfactual regret. Changing an answer when one should have stuck with one's original answer leads to more "if only..." self-recriminations and regret than does sticking with one's first instinct when one should have switched. As a consequence, instances of the former are more memorable than instances of the latter. This differential availability provides individuals with compelling (albeit illusory) personal evidence for the wisdom of always following their first instinct, with sub-optimal test scores the result.

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### Session E4

Saturday, 10:15 - 11:30 am

Salon G

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### REAL WORLD PSYCHOLOGY: EXPLORING PEOPLE'S EVERYDAY LIVES

**Chairs:** James W. Pennebaker, Matthias Mehl; University of Texas, Austin

**Summary:** Recently, concerns have been raised that the field has lost contact with naturally occurring social life and that a course correction is needed toward a more context- and culture-sensitive psychology (Rozin, 2001; Krueger & Funder, in press). Laboratory experiments examine psychological processes under carefully isolated conditions. However, they derive broader meaning only from being embedded in the study of the real world. This symposium brings together ecological research on people's everyday lives. The five presentations are diverse in scope with each representing a unique theoretical approach; yet, all share the conviction that it is important to study psychology in its natural habitat. Fleeson tests the idea that goals organize people's everyday behavior and that idiosyncratic goal-behavior links account for inconsistencies in people's moment-to-moment trait-relevant behavior. Mehl looks at how students' personalities are expressed in their everyday social environments and natural conversations and how people form impressions of others based on their social life. Tugade presents data on how people naturally label their momentary feelings and how properties of emotional experiences are related to emotion regulation. Bolger addresses issues surrounding the assessment, analysis, and interpretation of data on couples' daily supportive interactions in the context of coping with stressful experiences. Finally, Intille introduces two new research tools that assess people's everyday experiences along

with extensive contextualized information on their moment-to-moment environments. Together, the presentations demonstrate that people's everyday lives are saturated with psychological information and argue for a psychology that is oriented more directly towards real-world behavior.

### ABSTRACTS

#### THE ABILITY OF IDIOSYNCRATIC GOALS TO ORGANIZE ON-GOING EVERYDAY BEHAVIOR

William Fleeson<sup>1</sup>, Jennifer R. Daniels<sup>2</sup>; <sup>1</sup>Wake Forest University, <sup>2</sup>University of Connecticut – The purpose of this presentation is to test the long-standing and classic hypothesis that personal goals organize daily behavior. This hypothesis is long-standing for at least two reasons. First, it is a basic proposition of the motivational perspective in personality psychology that the way to understand patterns of behavior is to understand the purpose towards which they are directed. Second, recent research has shown considerable within-person variability (inconsistency) in an individual's trait-relevant behavior from hour to hour (Fleeson, 2001); some of this inconsistency may be made consistent by reference to the shifting goals the individual is pursuing. Participants listed their goals in their own words and indicated their most important positive, least important positive, and most important negative goal. Participants carried Palm Pilots with them for 8 days and every 2 hours recorded (i) their current trait-relevant behavior, and (ii) how much they were trying to accomplish their 3 idiosyncratic goals. HLM analyses revealed significant within-person relationships between pursuit of goals and behavior. That is, inconsistency in levels of extraversion, conscientiousness, and emotional stability of each individual over time turned out to be systematically explainable in terms of the goals he or she was pursuing at those times. Furthermore, HLM analyses revealed that individual differences in goal-trait linkages were significant. That is, the unique ways in which each individual's idiosyncratic goals organized his or her behavior were stable over time. This research has potential for integrating motivation, traits, and behavior in personality psychology.

#### PERSONALITY JUDGMENT BASED ON STUDENTS' EVERYDAY SOCIAL LIFE

Matthias R. Mehl; University of Texas, Austin – Personality psychologists have repeatedly lamented the lack of research on how personality is manifested in individuals' everyday behaviors and natural environments. One reason for this lack clearly lies in the methodological burdens that come with real-life observational studies. Using the Electronically Activated Recorder (EAR), a new tool for sampling behavioral data in naturalistic settings, we tracked the social lives of 97 undergraduates. The EAR recorded 30-second snippets of ambient sounds in participants' immediate environment approximately every 12 minutes for two days. The sampled sounds were coded for aspects of the participants' social environments (such as where and how they spent their days) as well as their natural conversations (such as the amount and type of social interactions they had). In addition, participants' utterances captured by the EAR were transcribed and analyzed linguistically. Personality information on the targets was available from participants' self-reports. Observers' impressions of the targets' personality were obtained from judges listening to the participants' EAR sounds. The analyses followed Brunswik's lens-model paradigm. Observer consensus and accuracy were substantial with significant variation across the Big Five personality traits. Cue utilization and validity were determined from the information on participants' everyday social environments, interactions and language use derived from the EAR sounds. Whereas substantial gender differences emerged with respect to how students' personality was expressed in their social lives, judges' impressions tended to be largely gender-neutral. Overall, the analyses suggest that people's social lives and everyday conversations are a rich source of information for learning about a person's personality.

## **EMOTIONAL GRANULARITY: EXAMINING PROPERTIES OF EMOTIONAL EXPERIENCE IN EVERYDAY LIFE** Michele M.

*Tugade, Lisa Feldman Barrett; Boston College* – The question, “How are you feeling?” is commonly asked and answered in our daily lives. In our research, we are interested not only in what people say in response to this question, but in the profiles of people’s responses to this question across different moments, over time. We will discuss research on emotional granularity, or the tendency to characterize one’s feelings with precision, using discrete emotion labels, rather than referring to global feeling states (Feldman, 1995; Feldman Barrett, 1998). Emotional granularity is estimated from self-reports of emotional experience that are gathered using experience-sampling methodology. This method affords the opportunity to assess immediate thoughts and feelings on multiple occasions outside the laboratory and in natural environments. When individuals report their emotional experiences in this way, the reports are instances of verbal behavior, yielding important insights into the nature of emotional experience, its generation, and its regulation. In a series of studies, we examined individual differences in positive and negative emotional granularity (precision in verbally reporting emotional experiences) and their associations with emotion regulation. Participants used palm pilots to report their momentary emotional experience multiple times per day for several weeks. In addition, participants completed laboratory measures of emotion regulation. Findings indicate that positive and negative emotional granularity are distinctly associated with factors relevant to emotion regulation, demonstrating that discrete emotion concepts provide a wealth of information regarding the behavioral repertoire for regulating emotions in a variety of situations. Implications for research on emotional experience and emotion regulation are discussed.

## **USING DIARIES TO STUDY SUPPORT AND COPING IN DYADIC RELATIONSHIPS** Niall Bolger, Pat Shrout; *New York University* – We

will describe a program of research that uses diaries to study how couples cope with stressful experiences on a daily basis. Important issues that arise in this work are (i) how frequently within a day to assess coping and support in order capture to important causal dynamics, (ii) how to incorporate the independent perspectives of dyad members in understanding these dynamics, and (iii) how to model the statistical non-independence of dyad members both as a constant effect (e.g., due to selection on stable partner characteristics), and as a transient effect (e.g., as a result of daily dyadic interaction and common daily experiences). We will illustrate these issues as they relate to daily supportive interactions and their consequences for coping with everyday stressors and with major life events.

## **NEW TECHNOLOGY FOR STUDYING EVERYDAY BEHAVIOR IN NATURAL SETTINGS** Stephen Intille, Emmanuel Munguia Tapia, John Rondoni, Jennifer Beaudin; *Massachusetts Institute of Technology* – Two new

tools created at MIT for acquiring data about people and their behavior in natural settings will be described. The first tool, context-aware experience sampling, extends electronic experience sampling to include a set of sensors that both collect data and proactively trigger data collection. For instance, with a camera plug-in the tool can be used to snap pictures of what someone is looking at throughout a day. Or, with a wireless heart rate monitor, the tool can be used to trigger self-report questions or photographs to be taken only when significant changes in heart rate are detected. The second tool is a data collection system of small, simple state-change sensors that can be quickly installed throughout nearly any environment to collect information about patterns of activity. These devices have been deployed in homes ranging from a family of four to an 80-year-old female and used to collect data about occupant activity and movement. In some cases algorithms have been developed that can detect certain types of activity automatically, permitting computer-based just-in-time messaging. These two tools, both of which are available to the research community, are most powerful when used in combination. Our experience using these two tools for the collection of data on activity

in natural settings will be discussed, and we will identify other emerging technologies that may improve a researcher’s ability to measure behavior of people during everyday life.

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### **Session E5**

**Saturday, 10:15 - 11:30 am**

**Salon D/E**

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## **ATTACHMENT, EVOLUTION, AND THE PSYCHOLOGY OF RELIGION**

**Chairs:** *Pehr Granqvist<sup>1</sup>, Lee A. Kirkpatrick<sup>2</sup>; <sup>1</sup>Uppsala University, Sweden, <sup>2</sup>College of William & Mary*

**Discussant:** *Phillip R. Shaver; University of California, Davis*

**Summary:** This symposium deals with the implications of attachment theory and its evolutionary context for our understanding of religious belief and behavior. The first presentation argues that for many believers, the worshiper-God relationship is organized psychologically by the attachment system and meets all of the defining criteria of an attachment relationship. It also reviews research on the empirical associations between individual differences in attachment and religiosity, demonstrating that religion can be manifested either as a compensation for insecure (human) attachment or a continuation of secure (human) attachments. The second presentation introduces three recent experiments on the correspondence between attachment to parents and to God, in which separation episodes were presented subliminally to examine the effects of attachment-system activation (relative to a control condition) on religiosity and the ways in which such effects are moderated by individual differences in attachment history. The final presentation points to the limitations of attachment theory for understanding religion, and argues that a comprehensive theory for the psychology of religion must include a diversity of psychological systems (including attachment) organized by the evolutionary-psychological framework from which attachment theory itself emerged.

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### **ABSTRACTS**

#### **ATTACHMENT THEORY AND RELIGION: NORMATIVE ASPECTS AND INDIVIDUAL DIFFERENCES** Pehr Granqvist,

*Uppsala University, Sweden* – This presentation has a twofold aim. The first, “normative,” aim is to show that theistic believers’ relationships with God meet the four defining features of attachment relationships (proximity seeking, safe haven, secure base, and separation anxiety) reasonably well. The second aim, which concerns individual differences in attachment, is to demonstrate that there are theoretically meaningful and empirically replicable associations between the security of interpersonal attachment and the individual’s religious beliefs and behaviors. Findings (including several unpublished studies) will be reviewed showing that religion manifests either as compensation for insecure attachment, where God fills surrogate functions for the believer, or as a continuation of the security of other attachment relationships. It is suggested that these associations can be understood on the bases of attachment system dynamics, socialization experiences in the context of attachment relationships, and internal working models of attachment. These conclusions are shown to be consistent across a wide range of religious phenomena, including God images, “emotionally based” and “socialization-based” religion, religious changes, sudden conversions, and religious coping. Methodologically, supportive empirical results are consistent across types of study design, variability in sample characteristics, mode of attachment measurement, and types of interpersonal attachment relationship studied. However,

although attachment theory and research have significantly increased our understanding of religiosity, the theory has its natural conceptual limits and should therefore not be applied to every aspect of religion.

**GOD HAS FORSAKEN ME AND MOMMY IS GONE: THREE EXPERIMENTS ON THE CORRESPONDENCE BETWEEN ATTACHMENT TO PARENTS AND GOD**

*Andreas Birgegård, Pehr Granqvist, Uppsala University, Sweden* – Previous research on attachment theory and religion has increased our understanding of the socioemotional foundations for religious development. However, this empirical research generally has been correlational and based strictly on self-reports, rendering them vulnerable to the effects of self-presentation biases and only weakly supportive of causal inference. Three experiments were therefore performed to examine the causal impact of attachment-system activation on religiosity. Participants' attachment systems were activated via subliminal exposure to separation stimuli alluding to their attachment relationships with God (Experiments 1 and 3) or their mothers (Experiment 2). In all three experiments, responses were moderated significantly by self-reported attachment history with parents. Participants with secure histories displayed increased religious attachment behaviors, and those with insecure histories decreased religious attachment behaviors, following attachment system activation as compared to a control condition. There were also suggestions that experimental-group participants increased in their desire to be close to God. In general, the results demonstrate that unconscious attachment system activation causes increased affect-regulatory use of God, particularly in people reporting a relatively secure attachment history.

**ATTACHMENT THEORY AND RELIGION IN EVOLUTIONARY CONTEXT**

*Lee A. Kirkpatrick, College of William & Mary* – As powerful as attachment theory is for understanding the psychology of some aspects of religion (e.g., perceived relationships with God), in some religions (notably Christianity), for some people, there is much about religion it cannot explain. A comprehensive psychology of religion must be as multifaceted and broad as the phenomenon itself, with numerous diverse components (including attachment) organized within a larger metatheoretical framework. I suggest that such a metatheory can be found by returning to the roots of attachment theory, as described by Bowlby, in evolutionary psychology. The applications of attachment theory discussed by the previous speakers illustrate how religion emerges as an evolutionary byproduct – that is, utilization of evolved psychological systems that were designed by natural selection for other adaptive functions – rather than an adaptation per se. I argue that humans possess no “religious instinct,” but instead cobble religion together psychologically from a variety of systems that evolved for other purposes long before religion first appeared in human (pre)history. For example, beliefs about God can be guided by evolved social-cognitive systems dedicated to social exchange (reciprocal altruism), kinship relations, intrasexual competition for status, power, and prestige, and/or coalitional psychology, as well as attachment. In turn, beliefs about supernatural agents and forces in general – i.e., psychological animism and anthropomorphism – represent byproducts of evolved psychological systems of naïve physics, naïve biology, and naïve psychology (theory of mind). This evolutionary perspective offers numerous advantages as a metatheory for guiding research in the psychology of religion.

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**Session E6**

**Saturday, 10:15 - 11:30 am**

**Meeting Room 400/402**

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**CULTURAL VALUES, SELF, AND IDENTITY: PERSPECTIVES ON THE INTERRELATIONS AMONG THE THREE**

**Chair: Ching Wan; University of Illinois, Urbana-Champaign**

**Summary:** This symposium concerns the relations between cultural values and different aspects of self and identity – self-related processes such as affect and self-evaluation, and cultural identification. Cultural values have been an integral part of the study of culture in psychology. The literature has documented differences in cultural values across different cultures, which are related to differences in people's psychological processes, as cultural values can be instrumental in guiding people's lives. Despite the rapidly growing literature on cultural values and psychological processes, the way in which values important to a culture are related to and integrated into an individual is still not clear. The presentations in this symposium will give insights to this issue by exploring the different ways in which cultural values could be related to the self. Benet-Martinez and Santana examined how the integration of bicultural identities among biculturals was related to the endorsement of values of the two cultures. Fu, Chiu, Morris and Young examined the relation between cultural identification and the activation of the culture's moral values. Tsai and Knutson examined how cultural values were related to how people evaluate different levels of affective arousal. Wan and Chiu differentiated a culture's core and peripheral values and examined the relation between the endorsement of these values and cultural identification. Finally, Wu examined how cultural values affected reactions in people's self-evaluation to performance feedbacks. The different perspectives taken by the different researchers illustrate the multiple and varied ways in which cultural values are related to self and identity.

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**ABSTRACTS**

**CULTURAL VALUES AND BICULTURALISM: AN EXPLORATION WITH MEXICAN-AMERICAN**

*Veronica Benet-Martinez<sup>1</sup>, Liz Santana<sup>2</sup>; <sup>1</sup>UC Riverside, <sup>2</sup>Univ. of Michigan* – The present study explores the relationship between degree of Bicultural Identity Integration (BII; Benet-Martinez, Haritatos, & Santana, 2003) among Mexican-American and their endorsement of American and Latino values with regard to six domains (Vertical-Horizontal Relationships; Time-Orientations; Communication Directness-Indirectness; Gender Roles; Familism; and Independence-Interdependence; Santana & Benet-Martinez, 2003). BII differentiates between bicultural individuals who describe their two cultural identities as 'compatible' (fluid and complementary; High BII), and those who experience them as largely 'oppositional' (i.e., conflicting and disparate; low BII). Our sample included 237 first- and second-generation Mexican-Americans from California with varying degrees of education and exposure to Mexican and American cultures. Correlational and path analytic results revealed the expected relation between dual identification with American and Mexican cultures and endorsement of both American and Latino values. As predicted, low levels of BII (i.e., perceiving one's two cultures to be in opposition) was not predicted by the absolute levels of American and Latino value endorsement but rather individuals' subjective perception that the values were incompatible. These results indicate that (1) bicultural individuals can simultaneously endorse two seemingly incompatible sets of cultural values, and (2) that only bicultural individuals who perceive the values as antagonistic report cultural conflict in their bicultural identities.



**DO "TAI-CHI" AND "BASEBALL" ACTIVATE DIFFERENT CULTURAL VALUES? PROBABLY YES BUT IT ALSO DEPENDS ON THE ACCULTURATION LEVEL AND CULTURAL IDENTIFICATION**

*Ho-ying Fu<sup>1</sup>, Chi-yue Chiu<sup>2</sup>, Michael W. Morris<sup>3</sup>, Maia Young<sup>4</sup>; <sup>1</sup>Nanyang Technological University, <sup>2</sup>University of Illinois at Urbana-Champaign, <sup>3</sup>Columbia University, <sup>4</sup>Stanford University* – This research examines the assimilation and contrast effects of cultural priming. We propose that cultural identification could be a moderator determining which effect to be obtained. We suggested that cultural knowledge one learnt from the same cultural heritage will have close association with each other, hence producing assimilation effect when an individual is primed with certain cultural symbols or artifacts. Extending this to multicultural, defined as individuals who have wide and intense exposure to two or more cultures, we proposed that multiculturals would show assimilation effects. Study 1 and 2 tested the assimilation effects with multicultural Hong Kong young adults and self-identified Chinese-Americans respectively. We also hypothesized that when identification with an integrated bicultural identity is low, contrast effect would be observed instead (Study 3). To test the above, participants performed a reaction time task in which the primes were sentences that described place, people or objects from Chinese culture, Western culture, or of Neutral nature. Target words were Chinese moral values, American moral values, or Neutral words. Experimental trials were interspersed with filler trials. Results showed that assimilation effect, where Chinese cultural sentences primed Chinese moral values, but not American moral values and similarly, American cultural sentences primed American moral values but not Chinese moral values, occurred in the Hong Kong (Study 1) and self-identified Chinese-American (Study 2) biculturals but not in self-identified Americans. Study 3 showed contrast effect in Mainland Chinese who endorsed highly on traditional Chinese values. Implication on cultural adaptation will be discussed.

**TITLE: CULTURAL VARIATION IN AFFECT VALUATION** *Jeanne L. Tsai, Brian Knutson; Stanford University* – Most people want to feel better than they do. However, the positive feelings that people desire (i.e., "affect valuation") may vary as a function of culture and socialization. While many studies have examined cultural differences in affective experience, fewer have examined cultural differences in affect valuation. Thus, we compared affect valuation in European Americans (EA) and Asian Americans (AA). We hypothesized that since people with collectivistic orientations desire interpersonal harmony, they would value low arousal positive affective states (e.g., calm). On the other hand, since people with individualistic orientations desire personal gratification, we hypothesized that they would value high arousal positive affective states (e.g., excitement). In Study 1, subjects rated how much they would ideally like to feel different affective states. As hypothesized, AA reported valuing calm more than EA. However, EA did not report valuing excitement more than AA. In Study 2, subjects again rated their affect valuation as well as completing the Singelis Self-Constraint Scale and the Schwartz Values Survey. As in Study 1, AA reported valuing calm more than EA. Across groups, interdependence and valuing safety correlated with valuing calm, while independence and valuing change correlated with valuing excitement. These findings suggest that cultural variables may influence affect valuation.

**DOES ENDORSEMENT OF CULTURAL VALUES ALWAYS PREDICT CULTURAL IDENTIFICATION? THE ROLE OF VALUE CENTRALITY AND SHAREABILITY**

*Ching Wan, Chi-yue Chiu; University of Illinois, Urbana-Champaign* – Culture involves shared meanings that guide people's processing of social information and their actions in almost every aspect of life. Cultural identification refers to the extent to which one views being a member of certain culture as part of one's self. One important but seldom examined issue in identification research is the target of identification. What are people really identifying with when they are strongly identified with a culture? We propose that cultural

identification involves the endorsement of a set of core values in the culture. That is, the more strongly a person endorses the core values of a culture, the more identified the person will be with the culture. American participants rated the importance of a set of different values to the self, to an average student of their university, and to an average American. We identified core versus peripheral values for American culture and the university culture by the importance and shareability of the values in the respective culture. Participants also indicated their cultural identification on an 11-point self-report scale. As expected, endorsement of core values predicted level of cultural identification. When we analyzed the data at the value level, the more central a value was, the more positive the correlation between the endorsement of the value and cultural identification. At the individual level, the stronger the endorsement of core values, the higher the level of identification. We will discuss the implications of the results for research on culture and identity.

**"HOW DID I DO?" VS. "HOW DID I DO TO THE GROUP?" THE INFLUENCE OF CULTURAL VALUES ON SELF-EFFICACY JUDGMENT**

*Cindy Wu; Hankamer School of Business, Baylor University* – This study examined the influence of an individual's cultural values on performance feedback message processing and self-evaluation. Earley, Gibson, and Chen (1999) found that in a group setting, collectivists would attain the highest levels of self-efficacy while receiving a performance feedback message composed of both high individual and high group performance information, while individualists would attain the highest level of self-efficacy by receiving high individual performance feedback messages. Following this notion, I predict that feedback messages that indicate an individual's contribution to the success of the group would lead collectivists to achieve the highest level of self-efficacy. Individualists, on the other hand, would achieve the highest level of self-efficacy upon receiving the message indicating their high personal achievement. Individualistic and collectivistic performance feedback messages devised to enhance self-efficacy were randomly assigned to 184 undergraduate students who engaged in a group simulation task over 2 trials. Individuals' cultural values were measured. Significant interactions were found between individuals' cultural values and the culture-laden feedback messages. Consistent with the prediction, respondents rated high in individualism responded positively to individualistic messages, whereas respondents rated low in individualism responded negatively to individualistic messages. The influence of individualism on collectivistic feedback message, however, was contrary to the prediction. Respondents rated high in individualism showed increased levels of self-efficacy, whereas those who rated low in individualism displayed decreased levels of self-efficacy after receiving collectivistic messages. Implications of these findings are discussed, and possible explanations for the unexpected findings are also provided.

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**Session F I**

**Saturday, 11:45 am - 1:00 pm**

**Salon C**

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**BLOCK AWARD ADDRESS**

**Ravena Helson, University of California at Berkeley**

Recipient of the Jack Block Award for Distinguished Research in Personality

**"Are There Phases of Middle Age?"**

**Chair: Brent Roberts, University of Illinois**

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## Session F2

Saturday, 11:45 am - 1:00 pm

Salon A/B

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### WHAT MAKES SELF-ESTEEM? EXPLORING SOME ANTECEDENTS AND THEIR CONSEQUENCES

Chair: Erika J. Koch; McDaniel College

**Summary:** Despite the existence of thousands of studies on self-esteem, researchers continue to grapple with fundamental issues such as what contributes to it and how to characterize it. Can we explain self-esteem entirely in terms of social inclusion, as Sociometer Theory suggests, or also by competence, as more traditional theories suggest? To what extent does culture shape self-esteem? Do individual differences exist in the sources of self-esteem and, if so, how might these differences present themselves in behavior? What constitutes optimal self-esteem? This symposium attempts to address these questions. The talks integrate research on the origins of self-esteem with research on the consequences of different pursuits and types of self-esteem. Koch & Shepperd explore how experiences of competence and acceptance influence self-esteem and find that, consistent with Sociometer Theory, acceptance appears to influence self-esteem more strongly. Twenge examines cultural antecedents of self-esteem and finds that changes in self-esteem over time correspond with historical changes in the larger culture. Crocker & Park examine individual differences in sources of self-esteem and find that the consequences of pursuing self-esteem depend on the preferred domains in which one seeks it. Kernis explores the markers of secure high self-esteem and suggests that defining optimal self-esteem may require less emphasis on self-esteem level and more attention to other factors. Taken together, these presentations suggest that a full understanding of self-esteem requires consideration of both basic factors that contribute to it and more complex factors that define it.

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#### ABSTRACTS

**IS SELF-ESTEEM BOTH A SOCIOMETER AND A COMPETENCE METER?** Erika J. Koch<sup>1</sup>, James A. Shepperd<sup>2</sup>; <sup>1</sup>McDaniel College, <sup>2</sup>University of Florida – What contributes more to self-esteem: feeling competent or feeling accepted? Classical and contemporary theory suggest evidence for both possibilities. William James suggested that self-esteem is simply a ratio of “aspirations to pretensions” – a measure of how well one performs in areas important to oneself. More recently, sociometer theory suggests that self-esteem merely derives from a sense of social inclusion. Although some theorizing suggests that one source of self-esteem may actually subsume the other, we propose that acceptance and competence— while overlapping— contribute independently to self-esteem. Experimental evidence suggests that when acceptance and competence are crossed, acceptance more strongly influences state self-esteem. Specifically, acceptance seems to buffer the effects of poor performance feedback, but positive performance feedback seems insufficient to buffer the effects of rejection. Additional evidence for the stronger effect of acceptance versus competence comes from people’s responses to hypothetical scenarios. Even when scenarios’ importance and desirability are statistically controlled, people predict that acceptance events will affect their self-esteem more than will competence events. Finally, retrospective accounts of events that lowered self-esteem revealed that people more often cite events related to low feelings of acceptance than to low feelings of competence. Collectively, these findings suggest that although the contribution of a sense of competence to self-esteem is not negligible, the contribution of a sense of acceptance is stronger. In light of these findings, the emphasis on bolstering self-esteem to increase competence (i.e., the

self-esteem movement) seems particularly misguided, as high self-esteem seems quite possible without a sense of competence.

### CULTURAL AND SOCIAL ANTECEDENTS OF SELF-ESTEEM: RACE, BIRTH COHORT, AND SOCIOECONOMIC STATUS

 Jean

M. Twenge; San Diego State University – Three meta-analyses explore cultural and social antecedents of self-esteem by addressing race, socioeconomic status (SES), and birth cohort differences. A meta-analysis of 715 samples finds that Black Americans score highest on self-esteem measures, followed by Whites, Hispanics, and then Asians. These differences parallel race differences in levels of individualism, a variable often addressed in cross-cultural research. Social identity theory and stigma as self-protection cannot explain the results, as Blacks are the only minority group that scores higher than Whites. Moderator variable analyses also suggest a cultural learning interpretation: the differences increase as children grow older, decrease over historical time as racial equality becomes more common, and vary regionally by level of cultural assimilation. The second meta-analysis focuses on changes in culture over historical time. Over the last four decades, American culture has become more individualistic and focused on self-improvement, creating a “culture of self-worth.” The concept of self-esteem has been widely publicized and encouraged. Consistent with this cultural shift, college students’ scores on the Rosenberg Self-Esteem Scale increased .62 standard deviations from 1968 to 1994. Last, a meta-analysis of 446 samples finds a weak correlation between SES and self-esteem. The correlation is strongest in situations when SES is a salient and meaningful indicator of social status. All three analyses demonstrate the influence of the cultural and social environment on shaping self-esteem.

### THE COSTLY PURSUIT OF SELF-ESTEEM

 Jennifer Crocker, Lora E.

Park; University of Michigan – Researchers have recently questioned the benefits associated with having high self-esteem. We propose that the importance of self-esteem lies more in how people strive for it rather than whether it is high or low. The specific costs people bear in pursuing self-esteem depend, in part, on their preferred way of pursuing self-esteem. We argue that in domains in which their self-worth is invested, people adopt the goal to validate their abilities and qualities, and hence their self-worth. When people have self-validation goals, they react to threats in these domains in ways that undermine learning, relatedness, autonomy and self-regulation, and over time, mental and physical health. The short-term emotional benefits of pursuing self-esteem are often outweighed by long-term costs. Previous research on self-esteem is reinterpreted in terms of self-esteem striving, and examples of the costs of pursuing self-esteem are provided from a program of research in our laboratory. Finally, the alternatives to pursuing self-esteem, and ways of avoiding its costs, are discussed.

### ON THE DISTINCTION BETWEEN HIGH SELF-ESTEEM AND OPTIMAL SELF-ESTEEM

 Michael H. Kernis; University of Georgia –

High self-esteem reflects positive feelings of self-worth. Whether these positive feelings are secure or fragile requires taking into consideration aspects of self-esteem other than its level (i.e., whether it is high or low). Recent theory and research have become quite sophisticated in their analyses of the roles that these other aspects play. A thorough analysis of these aspects provides a counterpart to the perception that “self-esteem is too complicated a variable to understand.” First, it is vital to consider the extent to which individuals’ self-esteem is contingent on achieving certain outcomes, evaluations, or standards. Second, it is important to consider the extent to which people fluctuate in their current, contextually based feelings of worth (i.e., stability of self-esteem). Third, it is important to take into account people’s nonconscious, or implicit, feelings of self-worth. I will present research that supports these assertions. I will then make the strong argument that focusing only on self-esteem level provides a small amount of information that unnecessarily limits our understanding, can be misleading, and can contribute to inconsistent findings in the literature. I will focus primarily on two areas: anger and

aggression; and psychological well-being. I also will compare and contrast the construct of narcissism with the distinction between fragile and secure high self-esteem. The thrust of this talk will be to argue the benefits of abandoning an exclusive focus on self-esteem level and adopt in its place a multicomponent perspective on self-esteem components and processes.

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### Session F3

Saturday, 11:45 am - 1:00 pm

Salon F

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## CULTURE AND THE BRAIN

**Chair: Nalini Ambady; Tufts University**

**Summary:** Very recent work in social neuroscience has begun to consider the effects of cultural factors on neural processing. The aim of this symposium is to bring together four different lines of work pointing to the striking effects of cultural factors on neural responses. This work points to the malleability of neural responses to social and cultural influences. Park, Gutchess, and Welsh will discuss the systematically different neural signatures of East Asians and Westerners to individuals and bound objects.

Bharucha, Tillman, and Janata will provide evidence regarding cultural differences in neural responses to familiar and unfamiliar Western and South Asian music. Zarate will address cultural differences in cerebral hemispheric asymmetries in response to information about ingroup and outgroup members. Finally, Chiao, Nogowa, Iidaka and Ambady will present the results of a cross-cultural study conducted in Japan and the United States indicating that culture impacts the neural processing of emotional faces from native and non-native cultures.

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## ABSTRACTS

**NEUROIMAGING CULTURAL DIFFERENCES IN PROCESSING OF SCENES** Denise Park<sup>1</sup>, Angela Gutchess<sup>2</sup>, Robert Welsh<sup>2</sup>; <sup>1</sup>University of Illinois, <sup>2</sup>University of Michigan – There is evidence that East Asians process complex scenes in a more holistic manner and that Westerners show more focal, analytic processing (Masuda & Nisbett, 2001; Nisbett, 2003). We hypothesized that these differences occurred in early attentive processes and would be reflected in different neural signatures for scene processing in East Asians and Westerners. We tested 13 East Asians and 13 American college students in a 3 Tesla magnet while they viewed scenes that differed in pictorial detail, using an event-related design. Instructions were given in Mandarin to East Asians and in English to Americans. East Asian subjects had spent less than five years in the United States. Subjects viewed pictures of individual objects (e.g., an airplane), backgrounds only (e.g., a hangar in a pastoral scene), or bound objects (e.g., an airplane in a hangar), and made judgments of pleasantness about the scenes. Neuroimaging data revealed systematic differences between East Asians and Westerners in the area of the hippocampus—an area that appears to be implicated in relational processing among elements in a scene. Subtractions of neural activations associated with processing complex scenes from simple objects yielded different patterns of response for East Asians and Westerners with more engagement of hippocampus for Westerners. This suggests that the binding process is more effortful for Westerners compared to Easterners.

**CULTURAL ADAPTATION OF THE BRAIN TO MUSIC AND SPEECH** Jamshed J. Bharucha<sup>1</sup>, Barbara Tillman<sup>2</sup>, Petr Janata<sup>3</sup>; <sup>1</sup>Tufts University, <sup>2</sup>Université Claude Bernard-Lyon 1, CNRS, <sup>3</sup>Dartmouth College – Perceptual intuitions about music and speech depend upon familiarity with the acoustic patterns of the musical and linguistic cultures to which one has been exposed. People with little formal training in music can recognize pieces of music as being culturally familiar or not. This implies that the brain has internalized structural regularities of the patterns of sound that are pervasive in a culture. In earlier work, we have demonstrated how cultural internalization or adaptation may occur through neural self-organization. Circuits that have adapted to the acoustic regularities of a culture should respond differently from circuits that have not. In this study, we test this hypothesis. Participants of Indian and American origin were scanned with functional magnetic resonance imaging (fMRI) while listening to passages of Hindi and English, Indian and Western pop music, Indian and Western classical music, and environmental sounds. All Indian subjects reported being familiar with both Indian and western pop music, some reported familiarity with Indian and Western classical music, and all understood both Hindi and English. None of the American subjects was familiar with Indian pop or classical music, and none understood Hindi. All stimulus conditions activated regions in and around the auditory cortex. Significant differences in extent of activation were observed for familiar versus unfamiliar speech. Multidimensional scaling showed preliminary evidence that, for music, culture-space may be mapped into brain-space.

**SOCIAL PERCEPTION, CEREBRAL HEMISPHERIC ASYMMETRIES, AND INTERGROUP BEHAVIOR** Michael A. Zárate; UT El Paso – Two somewhat distinct social perceptual systems have been identified (Zárate, Sanders, & Garza, 2000). One system is adept at identifying social categories, such as race or gender (Sanders, McClure, & Zárate, 2003). This system appears more functional in the left cerebral hemisphere. The other system is adept at identifying combinations of features. This system appears more function in the right cerebral hemisphere (Sanders, et al, 2003). Together, these systems produce group and person based representations. This model is extended to test the neurological underpinnings of the contact hypothesis. It was hypothesized that experience with an outgroup member promotes “individuation”, which inhibits race categorization processes. In experiment 1, participants learned about 4 ingroup members and 4 outgroup members. The learned information included non-stereotypic personal information. In a later race categorization task, participants responded more slowly to well learned targets than to comparable new targets. This demonstrates that learning about a person inhibits responding to their group membership. In experiment 2, at test, the targets were presented to either the right or left cerebral hemisphere. Results replicated Experiment 1, but only for items presented to the left hemisphere. Experience with an outgroup member inhibited the ability of the left hemisphere to perceive the targets by race. This particular effect is important when one realizes that the left hemisphere appears more responsible for stereotype processing. The effects are discussed for their implications regarding intergroup contact.

**CULTURE INFLUENCES NEURAL RESPONSES DURING EMOTIONAL RECOGNITION** J.Y. Chiao<sup>1</sup>, J. Nogawa<sup>2</sup>, T. Iidaka<sup>2</sup>, N. Ambady<sup>3</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Nagoya University, <sup>3</sup>Tufts University – Emotion recognition through the face relies on a complex, but relatively discrete, network of brain regions including the amygdala and medial prefrontal cortex. Cultural group membership plays an important role in emotion recognition at the behavioral level. People recognize emotions most accurately in members of the same cultural group relative to other cultural groups. Although much is known about how the brain recognizes emotional expressions and how culture affects one's ability to recognize emotions in others, little is known about how culture influences neural processing of emotional expressions. We studied 14 Japanese and 14 Caucasian participants in their native countries using functional mag-

netic resonance imaging (fMRI) at 3T. Participants viewed happy, angry, fearful or neutral faces and explicitly categorized each expression using one of four button presses. Participants also were scanned while passively viewing a flickering checkerboard which served as a control task for comparing neural signal between scanner sites. Participants showed superior accuracy when recognizing happy and neutral in faces of the same culture. Neural responses in occipitotemporal regions showed greater activation in response to emotions expressed in same-culture faces relative to faces of other-cultures. These results suggest that culture influences neural responses to emotional expressions and these responses may reflect differences in familiarity to faces of different cultures.

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#### Session F4

Saturday, 11:45 am - 1:00 pm

Salon G

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### THE PERILS OF ACCURACY AND INACCURACY IN RELATIONSHIPS AND SOCIAL INTERACTIONS

Chair: *Jeffrey A. Simpson; Texas A&M University*

**Summary:** What "counts" in relationships is not necessarily what actually exists or transpires, but how partners perceive relationship-relevant attributes and events. Investigators are now beginning to explore the perils of perceptual accuracy and inaccuracy in both close relationships and social interactions. This symposium highlights some of the newest and most intriguing discoveries in this area. Sarah Hodges will discuss how interactions and perceptions of interactions are affected by whether or not interaction partners share a similar life experience—having divorced parents. She finds that individuals with divorced parents view interaction partners whose parents are not divorced as less understanding (and understand them less well) than interaction partners whose parents are divorced. Garth Fletcher will report two studies that test bias and accuracy in self and partner mate value judgments. Consistent with the Ideal Standards Model, he finds that mate value judgments tend to be domain-specific, yet assessments of self mate value are tied to social reality. William Ickes will explore how men's emotional countercontagion, attentional disengagement, and inferential biases may contribute to marital aggression. He finds that men's aggression is related to the strength of their bias to overattribute criticism and rejection to a female target's private thoughts/feelings regarding her current mate. Jeff Simpson will describe a marital interaction study that tests the Empathic Accuracy Model. He finds that when one spouse's thoughts/feelings are relationship-threatening, greater empathic accuracy by the other spouse predicts declines in his/her subjective closeness, whereas the reverse is true when a spouse's thoughts/feelings are non-threatening.

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#### ABSTRACTS

**YOU JUST CAN'T UNDERSTAND: SHARED EXPERIENCE AND PARENTAL DIVORCE** *Sara D. Hodges; University of Oregon* – Most of us would prefer to discuss a difficult life experience with others who have also had that experience, because we think they will understand us better, but how exactly do their experiences change their understanding of us? This study examined how interactions (and people's perceptions of interactions) are affected by whether or not the interactants have shared a similar experience. Fifty-eight pairs of previously unacquainted college students (N = 116) were asked to discuss the effects of parental divorce. In half of the same sex pairs, both students had experienced parental divorce; in the other pairs, one student had divorced parents and the other did not. As predicted, participants with divorced parents rated partners with non-divorced parents as less understanding than partners

with divorced parents. This occurred despite the fact that, compared to other participants, participants with non-divorced parents reported the greatest interest in and greatest concern for their partners. Participants with divorced parents also reported that they understood their partners less when these partners had non-divorced parents. Despite the powerful effect of shared experience on perceived understanding, three measures of objective accuracy (guessing partners' thoughts during the interaction, guessing partners' emotional responses to the interaction, and guessing partners' attitudes towards their parents' divorce) were unaffected by experience. These and other results suggest that lack of shared experience affects interactions more by limiting interactants' perceptions of how well they will understand each other than it does by reducing their capacity to form an accurate understanding of the other's experience.

#### BIAS AND ACCURACY IN INTIMATE RELATIONSHIPS IN PERCEPTIONS OF MATE VALUE

*Garth J. O. Fletcher; University of Canterbury* – This research examined bias and accuracy in self and partner mate-value judgments. In Study 1, using a sample of 60 couples, we predicted that a) individuals would evidence a general positive partner-serving bias in mate-value judgments, b) that individuals would be relatively accurate in judging their partners' mate value in the observable mate-value domains of Attractiveness/Vitality and Status/Resources but be less accurate for Warmth/Trustworthiness, c) that accuracy would be domain-specific, and not a function of general positivity or relationship satisfaction, d) that lower depression would be associated with more positive partner-serving bias, and e) that the importance attached to specific mate-value dimensions would moderate accuracy. All predictions were generally supported. In Study 2, 128 participants' self-perceptions were either threatened or boosted in one of two domains: Attractiveness/Vitality and Status/Resources. As predicted, people with low self-esteem (but not high self-esteem) reported less positive self-perceptions and reflected appraisals (for the targeted domains) in the threat conditions than in the boost conditions. These results did not change when gender, relationship satisfaction, or perceptions of Warmth/Trustworthiness mate value were controlled. The results, taken together, suggest that mate-value judgments (partner and self) tend to operate in a domain-specific fashion (consistent with Fletcher & Simpson's Ideal Standards model), and that judgments of mate value in the self are, to some extent, rooted in social reality.

#### THE ROLE OF MEN'S CRITICAL/REJECTING OVERATTRIBUTION BIAS, AFFECT, AND ATTENTIONAL DISENGAGEMENT IN MARITAL AGGRESSION

*William E. Schweinle<sup>1</sup>, William Ickes<sup>2</sup>; <sup>1</sup>University of Southern Mississippi, <sup>2</sup>University of Texas at Arlington* – We explored how men's emotional countercontagion, attentional disengagement, and inferential bias contribute to their wife-directed aggression. In this study, we used signal detection analyses, the standard empathic accuracy paradigm, and mediation analyses to replicate findings by Schweinle, Ickes and Bernstein (2002). As in the earlier study, we again demonstrated that men's marital aggression is related to the strength of their bias to overattribute criticism and rejection to a female target's thoughts and feelings about her male partner. We also found that more aggressive husbands appear to maintain their biased inferential style through two independent mechanisms: emotional countercontagion, in the form of contemptuous feelings, and attentional disengagement (i.e., "tuning out") when a woman expresses herself. These findings are discussed in terms of their practical and theoretical implications.

#### WHEN ACCURACY HURTS, AND WHEN IT HELPS: A TEST OF THE EMPATHIC ACCURACY MODEL IN MARITAL INTERACTIONS

*Jeffrey A. Simpson<sup>1</sup>, M. Minda Orina<sup>2</sup>, William Ickes<sup>3</sup>; <sup>1</sup>Texas A&M University, <sup>2</sup>Michigan State University, <sup>3</sup>University of Texas at Arlington* – This research tested predictions from Ickes and Simpson's (1997, 2001) empathic accuracy model. Married couples were videotaped while they tried to resolve a problem in their marriage. Both spouses then

viewed a videotape of the interaction, recorded the thoughts and feelings they had at specific time-points, and tried to infer their partner's thoughts and feelings. Consistent with the model, when the partner's thoughts and feelings were relationship-threatening (as rated by both the partners and by trained observers), greater empathic accuracy on the part of the perceiver was associated with pre-to-posttest declines in the perceiver's feelings of subjective closeness. The reverse was true when the partner's thoughts and feelings were non-threatening. Exploratory analyses revealed that these effects were partially mediated through observer-ratings of the degree to which partners tried to avoid the discussion issue. The implications of these findings for extending and clarifying our understanding of marital conflict are discussed.

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### Session F5

Saturday, 11:45 am - 1:00 pm

Salon D/E

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## PERSONALITY ARCHITECTURE: WITHIN-PERSON CONTENT AND ORGANIZATION IN SOCIAL-COGNITIVE/AFFECTIVE SYSTEMS

**Chair:** Daniel Cervone; University of Illinois at Chicago

**Summary:** In its recent history, much effort in personality psychology has sought to identify between-person individual-difference factors that are independent of one another. Yet a basic goal for the field is to understand within-person psychological structures that function in concert as coherent systems (Shoda, LeeTiernan & Mischel, 2002). This symposium presents recent empirical and theoretical advances that explore the within-person content and organization of personality systems, or the architecture of personality (Cervone, in press). The contributions highlight the value of idiographic methods for uncovering personality qualities at the level of the individual case. Research findings reveal idiosyncrasy not only in the content of personality qualities but in the situational features that activate cognitive and affective personality structures. The symposium's contributions are of particular significance to the psychology of personality in that they bring novel idiographic methods to bear upon classic issues of the field, such as cross-situational coherence in personality functioning and the question of the degree to which nomothetic personality trait assessments capture personal qualities that are uncovered by idiographic techniques. The contributions also contribute to a broad, multidisciplinary personality science (Cervone & Mischel, 2002; Shadel, in press) by showing how theory and methods in social cognition, cognitive science, and the analysis of complex dynamical systems can inform the study of intra-individual personality functioning and coherence.

### ABSTRACTS

#### ANALYZING PERSONALITY COHERENCE VIA A KNOWLEDGE AND APPRAISAL PERSONALITY ARCHITECTURE Daniel

*Cervone; University of Illinois at Chicago* – This presentation applies a recently proposed model of personality architecture (Cervone, in press) to questions of cross-situational coherence in personal functioning. A primary task the model addresses is to distinguish among distinct social-cognitive mechanisms in personality. A central distinction differentiates knowledge structures from appraisal processes (cf. Lazarus, 1991); the model thus is referred to as a knowledge and appraisal personality architecture (KAPA). The knowledge/appraisal distinction informs the understanding of cross-situational coherence in that a given element of knowledge may become active in any of a variety of social settings and foster coherent patterns of appraisal across the different situations. If

assessments of personal knowledge, and of the situational features that activate one versus another aspect of knowledge, are conducted idiographically, then one should obtain an understanding of patterns of cross-situational coherence in response even if those response patterns are idiosyncratic. Recent data bearing on this hypothesis are presented. Individuals are shown to exhibit consistent patterns of self-appraisal across situations that are relevant to idiographically-identified schematic knowledge structures. In contrast, null results are obtained with respect to personal qualities and social situations that are specified nomothetically. Reaction-time measures are shown to support the hypothesis that cross-situational coherence in self-appraisal results from schema-driven processing. The implications of the findings and the theoretical model for questions of personality structure and dynamics are discussed.

#### EMPIRICAL ANALYSIS OF TRAIT MODELS AT THE INDIVIDUAL

**LEVEL** James W. Grice; Oklahoma State University – Trait models continue to play an important role in shaping modern personality psychology. Most scholars would likely agree that the focus of these trait conceptualizations of personality is the description of between-person differences. In the current paper, however, we introduce and demonstrate procedures for empirically examining trait models, such as the big five factors or Eysenck's P-E-N model, at the level of the individual. These procedures revolve around ratings of self and others on marker items for the trait model under consideration. The ratings are analyzed using Multiple-Group Principal Components Analysis (MGPCA), and the results examined to determine the overall fit of the trait model to each individual's ratings. The specific features of the trait model, such as correlations among the traits, and how well the marker items relate to their respective traits can also be examined. In addition to demonstrating these methods using recent software for studying within-individual data (Idiogrid; Grice, 2002), we will present results from a recent study examining the fit of the big five factors to individuals' ratings of self and others (Grice, in press). The results revealed a great deal of variability in the fit of the big five factors to individual data. Moreover, ratings of self and others on free-response, personal constructs were found to be empirically distinct from ratings on the big five factors. The implications of these new methods and results for the conceptualization and assessment of personality will be discussed.

#### ASSESSMENT OF PERSONALITY STRUCTURE AND CONTENT AT THE LEVEL OF THE INDIVIDUAL: AN APPLICATION IN CIGARETTE SMOKERS William G. Shadel; University of Pittsburgh

– There would be significant utility in developing social-cognitive personality assessment techniques that combine findings across studies in basic social cognitive science. For example, such an approach would: 1) measure schematic knowledge structures and would validate them by relating them to response times in processing schema-relevant information; 2) tap multiple self-schemas and employ priming procedures to test experimentally links from self-knowledge to information processing; 3) assess situational beliefs to identify the situational features that activate self-schemas for the individual; and 4) employ idiographic assessment strategies to remain sensitive to the unique content and structure of the self-schemas at the level of the individual. Unfortunately, such an integrative social-cognitive approach to personality assessment has never been fully executed. The present work evaluated whether an integrative approach to personality assessment featuring idiographic assessments of a multifaceted self-system, priming procedures, and reaction-time measures could be applied to assess the within person structure and content of a personality system at the individual level in cigarette smokers (n=30). This approach was necessary to detect the idiosyncratic content and contextualized structure of the components (smokers self-schema, abstainer ideal possible self, abstainer ought possible self) of the system. Smokers evidenced faster reaction time to schematic information compared to aschematic information ( $p < .02$ ); priming different self-schemas enhanced reaction times to schematic information ( $p < .05$ ). These find-

ings provide novel evidence that idiographic assessments of self-schemas and situational beliefs can be used to predict reaction times to contextualized/situational information, and that priming a self-schema speeds reaction-times specifically in schema-relevant situations.

**PERSONALITY AS AN EMERGENT QUALITY OF INTRA-INDIVIDUAL NETWORKS OF COGNITIONS AND AFFECTS** *Yuichi Shoda; University of Washington* – Conceptualizing personality as a parallel constraint satisfaction network of cognitions salient for each individual (e.g., Shoda & Mischel, 1998) promises to provide a framework for understanding the distinctive ways in which an individual's behavior varies from one situation to another (Shoda & Mischel, 2000). Such networks typically have a distinct set of attractor states, corresponding to recurrent thoughts, feelings, and behaviors, that emerge when an individual encounters given situations, such that IF encountering situation X, THEN the system settles in attractor Y. Using this framework, computer simulations illustrated that many aspects of personality can be emergent qualities based on the stable and distinctive network that characterizes individuals and their interaction with the environment (Shoda, LeeTiernan & Mischel, 2002). Putting this framework to actual use, however, requires an assessment of the psychological features present in a given situation (Shoda & LeeTiernan, 2002), as well as of the network of associations among the cognitions and affects that mutually guide and constrain activation levels. In this talk, I will describe efforts to develop methods for such assessment. I will use as examples the assessment of associations between attachment-related cognitions and affects (Zayas & Shoda, under review; Zayas, Shoda, & Ayduk, 2002), as well as the networks characterizing individuals who were elated by, versus those dismayed by or ambivalent about, the O.J. Simpson criminal trial verdict, (Mendoza-Denton, et al, 1999).

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### Session F6

Saturday, 11:45 am - 1:00 pm

Meeting Room 400/402

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## SOCIAL POWER AND GROUP PROCESSES

**Chairs:** Markus Brauer<sup>1</sup>, Theresa Vescio<sup>2</sup>; <sup>1</sup>CNRS and University of Clermont-Ferrand, France, <sup>2</sup>Pennsylvania State University

**Summary:** Social power affects interpersonal and intergroup processes in a variety of important ways and the recent literature in social psychology documents an explosion of provocative research in this area. The present symposium brings together researchers who report state-of-the-art thinking and integrative findings in this area. For example, Brauer and Keltner report research to suggest that members of powerful groups tend to behave in a more disinhibited and approach-related manner than members of powerless groups; they are more prone to take action, to display explicit verbal and non-verbal behaviors, to be flirtatious, to transgress social norms, and, more generally, to act in idiosyncratic ways. Perhaps as a result, as Vescio demonstrates, stereotypes are less readily applied to members of powerful groups than to members of powerless groups, especially in so-called "patronizing environments". This leads to a decrease in performance of low power individuals in devalued positions. Social power of one's group also affects the perception of others. As Sidanius and Major show, the endorsement of power-sustaining ideologies leads to greater in-group bias and to a greater tendency to attribute negative outcomes from out-group members to discrimination among members of powerful groups, but to less in-group bias and to a lesser tendency to attribute negative outcomes from out-group members to discrimination among members of powerless groups. Taken together, the research reported by the members of the symposium

will contribute to our understanding of the stability of group-based social power inequality.

## ABSTRACTS

**SOCIAL HIERARCHY AND ASYMMETRICAL GROUP BEHAVIOR: A SOCIAL DOMINANCE PERSPECTIVE** *Jim Sidanius<sup>1</sup>, Colette van Laar<sup>2</sup>, Shana Levin<sup>3</sup>, <sup>1</sup>University of California at Los Angeles, <sup>2</sup>University of Leiden, Netherlands, <sup>3</sup>Claremont McKenna College* – Social dominance theory argues that one of the factors contributing to the stability of group-based social hierarchy is behavioral asymmetry, or the systematic differences in the behavioral repertoires of dominants and subordinates that tend to produce better outcomes for dominants, and worse outcomes for subordinates. Using six different data-sets (including college samples, regional and national probability samples), and employing ANOVA and regression techniques, we reviewed the evidence regarding behavioral asymmetry with respect to three issues: a) In general, members of dominant groups will display greater ethnic bias than members of subordinate groups; b) However, the differential expression of ingroup bias between dominant and subordinates groups will be moderated by endorsement of legitimizing ideologies. For dominants, ingroup bias will increase with increasing endorsement of the legitimizing of the social system, and for subordinates ingroup bias will decrease with perceived social system legitimacy. c) While educational outcomes will be greater for dominants than for subordinates, this group difference will increase with increasing levels of perceived social system legitimacy. It is argued that because these behavioral asymmetries can confirm group-based stereotypes and justify unequal treatment, they feed the ideologies that perpetuate discrimination, not only in the minds of dominants, but subordinates as well. Therefore, rather than viewing institutional discrimination and self-debilitation as two independent processes, we argue that both are better seen as interdependent and mutually reinforcing social mechanisms, the net result of which is the continued stability and tenacity of group-based social hierarchy.

**IDEOLOGY AND RESPONSES TO DISCRIMINATION** *Brenda Major, Cheryl Kaiser, Shannon McCoy; University of California, Santa Barbara* – This talk will address the impact of ideologies that sustain power differences, such as the Protestant Ethic and the belief in individual mobility, on attributions to discrimination and the emotional consequences that stem from perceiving oneself or one's group as a target of discrimination. Our research illustrates that endorsing power-sustaining ideologies deters members of low power groups from seeing their negative outcomes as due to discrimination, but promotes such attributions among members of high power groups. Furthermore, our research indicates that endorsing power-sustaining ideologies can be both a source of strength, and a source of vulnerability for members of low power groups. We will discuss several experiments. In one series of experiments, we found that the more members of a low power group (i.e., Latino Americans) endorsed the ideology of individual mobility, the less they attributed negative outcomes from higher power group members (i.e., European Americans) to discrimination. In contrast, the more members of high power groups endorsed individual mobility beliefs, the more they attributed negative outcomes from lower power group members to discrimination. In another line of experiments, we found that endorsing the Protestant Ethic served as a source of vulnerability when Latino Americans or women encountered blatant prejudice against their group, but served as a source of resilience in a neutral control condition. These findings illustrate that ideologies that ultimately justify power inequality are a double-edged sword for members of low power groups.

### **THE STEREOTYPE-BASED BEHAVIORS OF THE POWERFUL AND THEIR EFFECTS ON FEMALE PERFORMANCE IN MASCULINE DOMAINS**

*Theresa K. Vescio; Pennsylvania State University* – Two hypotheses motivated the research presented in this talk, both of which apply to stereotype relevant domains. The first hypothesis states that powerful people who are attentive to subordinates' weaknesses (versus strengths) should more strongly categorize low power others and exhibit anti-female biases in the allocation of valued resources, but pro-female biases in praise. The second hypothesis suggests that the pairing of these behavioral tendencies in a single context creates patronizing environments, which may undermine the performance of low power women working in masculine domains. In Study 1, people in positions of power provided feedback to and allocated resources to male and female subordinates. Supporting the first hypothesis, powerful people who focused on weaknesses (compared to strengths) categorized subordinates on the basis of gender and exhibited anti-female bias on position assignments (i.e., assigned women devalued positions) but pro-female bias on praise. In Study 2, participants were all low power team members and were assigned to one of four conditions created by crossing position assignment (valued or devalued) and praise (praise or no praise). Consistent with predictions, low power women in the devalued position-high praise condition performed more poorly than men in the same condition or participants in the other three conditions. The implications of the findings for theorizing on power and stereotyping will be discussed.

### **POWER, APPROACH, AND INHIBITION: RECENT FINDINGS ON THE DETERMINANTS AND CONSEQUENCES OF SOCIAL POWER**

*Dacher Keltner, University of California, Berkeley* – In this talk I synthesize the most recent findings generated by the Approach Inhibition theory of the social power. I first present the results of several different studies examining the determinants of social power. This work validates a self-report measure of individual differences in the capacity and willingness to use social power. This study finds demographic differences in the capacity for power (e.g., higher SES groups feel they have more; there are no gender differences in the capacity for power, although men report a greater willingness to use power), as well as sociometric correlates of power (people who report a strong willingness to use power are rated as less likeable by their peers). I then turn to recent studies examining the consequences of social power. In one study of flirtation between women and men, the individual given elevated power flirted in more direct disinhibited fashion, felt more positive about the interaction, and misestimated their partner's feelings of discomfort and attraction. In a second study of attitude expression, we found that low power individuals were more likely to mute the expression of their true attitudes, they were more swayed by the attitudes of high power individuals, and in these interactions high power individuals were again less accurate in judging the attitudes of their low power partner.

### **THE VARIABILITY OF POWERFUL AND POWERLESS GROUPS**

*Markus Brauer<sup>1</sup>, Bruno Chappé<sup>2</sup>, Peggy Chekroun<sup>2</sup>; <sup>1</sup>CNRS and University of Clermont-Ferrand, France, <sup>2</sup>University of Clermont-Ferrand, France* – As a way to deal with their unfavorable position, members of low power groups value similarity and group cohesion to a greater extent than members of high power groups. The reported research examines a likely consequence of this, namely that there are greater pressure to conform and stronger reactions to norm violators in low power groups. In a study modeled after Schachter (1951), a confederate was inserted in four-participant high or low power groups (Study 1). The confederate made a racist comment at a particular moment. Results showed that members of low power group reacted more frequently and more negatively to the deviant confederate, liked her less, and were more willing to exclude her from the group than members of high power groups. They also valued diversity less and similarity more, as measured in a questionnaire that was administered just prior to the racist comment. This work parallels other

research showing that members of low power groups have a restricted behavioral repertoire whereas members of powerful groups are characterized by behavioral disinhibition. Powerless individuals hold less extreme attitudes (Study 2), display less variability on implicit behavioral indicators (Study 3), and are more homogeneous in their preferences and hobbies than powerful individuals (Study 4). Taken together, the reported studies show that members of powerless groups tend to be objectively more homogeneous, and this may be one of the reasons why stereotypes are more readily applied to members of powerless groups than to members of powerful groups.

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## **Session G1**

**Saturday, 2:45 - 4:00 pm**

**Salon C**

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### **FORUM: PUBLIC POLICY: CONTRIBUTIONS BY AND OPPORTUNITIES FOR SOCIAL AND PERSONALITY PSYCHOLOGY**

**Chair: Allen M. Omoto, Claremont Graduate University & SPSP Training Committee**

**Summary:** The members of this special panel, organized by the SPSP Training Committee, will discuss their experiences in the public policy arena, including some of the lessons they have learned that may benefit others interested in being involved in social policy work. Specifically, the presenters will discuss some of the ways in which their research as well as their expertise and sensibilities as psychologists with social and personality training have allowed them to become "players" in public policy formulation, development, decisions, and evaluation. The range of experiences represented by panel members include expert testimony in the courts, briefings and lobbying efforts on Capitol Hill and in other legislative contexts, policy work in federal agencies and professional organizations, and preparation of judicial briefs, legislative reports, and other policy documents. Established researchers and newer professionals alike will learn how they might get involved in policy-related advocacy efforts, how they can enhance the likelihood that their research contributes to policy, and what it takes to have a successful career in the policy arena.

### **TELLING PEOPLE WHAT THEY DON'T WANT TO HEAR**

*Faye J. Crosby; University of California, Santa Cruz* – Some messages are not very popular either on main street, America or in the "back rooms" where policy is shaped. Getting people to attend to systems is an important -- and frustrating -- task. Social scientists who work on family-friendly policies and on affirmative action have experienced the frustration and the joys. This presenter will highlight some of her many experiences.

### **FROM THE OUTSIDE-IN: AN INFORMAL PERSPECTIVE ON INFLUENCING SOCIAL SCIENCE FUNDING AT NIH**

*Steve Drigotas; Johns Hopkins University* – While many social scientists focus on the competitive grant-seeking process, it is important to understand some of the complicated dynamics and processes at work within granting institutions. Based on his experiences as a Fellow in the Office of Behavioral and Social Sciences Research at the National Institutes of Health, this participant will offer insights into how researchers can influence social science funding initiatives.

### **OUT OF THE JOURNALS AND ONTO THE BARRICADES: PRACTICAL THEORY AND THEORY IN PRACTICE**

*Susan T. Fiske, Princeton University* – Social and personality psychologists have several decades of expertise to offer on legal issues of discrimination. Not only research findings, but also well-supported theories of how the mind

works, help explain to the courts how biases typically work in practice. Connecting to networks of discrimination lawyers requires some knowledge, but expert witnessing challenges even the most determined scientists, in this exciting arena. Some of these challenges and the importance of pursuing them will be discussed.

**THE APA CONGRESSIONAL FELLOWSHIP: AN ACADEMIC ENTERS THE WORLD OF PUBLIC POLICY** *Cathy Cozzarelli, Kansas State University* – This participant recently spent a year working in the Office of U.S. Senator Jeff Bingaman (D - New Mexico) as part of the APA Congressional Fellowship Program. She will discuss her fellowship experience and what it is like for an academic social psychologist to work in the public policy arena. She will compare and contrast the skills required for and the demands of the two types of positions.

**OPPORTUNITIES FOR ADVOCACY IN THE FEDERAL LEGISLATIVE PROCESS** *Heather O'Beirne Kelly, Science Public Policy Office, American Psychological Association* – The Public Policy Office of the American Psychological Association can serve as a liaison between research psychologists and Congress, providing opportunities for scientists to testify before House and Senate Committees, share their data with Congressional staff, comment directly on draft legislation, and spend a year in a Capitol Hill or executive branch office. This presentation will focus on how social and personality psychologists can bring the results of their research into the federal policy arena.

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## Session G2

Saturday, 2:45 - 4:00 pm

Salon A/B

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### SELF-REGULATION IN SOCIAL CONTEXTS

**Chair: Kathleen D. Vohs; University of British Columbia**

**Summary:** Successful functioning in group and personal relationships is perhaps the most comprehensive activity of the self in the interpersonal sphere, whereas self-regulation has been called the self's most important intrapsychic task. Work by the present set of researchers suggests that these two functions are intimately intertwined, such that interpersonal functioning is significantly determined by self-regulatory abilities. Gardner will relate differences in chronic social concerns to self-control abilities. Her data indicate that people who are routinely sensitive to interpersonal demands (e.g., those with interdependent self-construals) are superior self-regulators because they frequently change their behavior for the sake of social harmony. Koole's presentation discusses how people who fail at emotional self-regulation can make themselves feel better by summoning thoughts of accepting others. His work shows that envisioning an accepting relationship partner improves both implicit and explicit affect. Vohs's studies show the importance of self-regulation in romantic relationships. She will demonstrate that when self-regulation fails, people make more retaliatory responses during conflict, are more tempted by alternate partners, and have more self-serving biases. Richeson will present evidence that interracial interactions strain regulatory capacity due to amplified demands to exert cognitive and behavioral control. Lambert's research demonstrates that public settings result in more stereotype use than do private settings. Stereotypes, as a dominant response, are activated in public settings because of heightened social anxiety, which serves to interrupt regulatory abilities. This symposium, which covers research on intergroup contact, dyadic relationships, and within-person processes, demonstrates the centrality of self-control for interpersonal functioning.

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### ABSTRACTS

**IS SELF REGULATION EASIER FOR THOSE WITH MORE 'SOCIAL' SELVES?** *Wendi Gardner<sup>1</sup>, Elizabeth Seeley<sup>2</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>Amherst College* – As anyone who has ever begun a new diet or exercise regiment can attest, self-control can be difficult to maintain over time. Indeed, a growing body of research has documented both the limited nature of regulatory resources and their ease of depletion. The current talk focuses upon individual differences in this process, specifically targeting the role of interdependent self-construal in the maintenance of regulatory resources. Interdependent individuals are relatively more concerned with social harmony, and thus are more likely to engage in frequent social self-control. Just as other repeated efforts of self-regulation (e.g., practicing good posture, keeping a food diary) have been shown to strengthen the "regulatory muscle" (Muraven et al., 1999), the chronic practice of social self-control may make interdependent individuals less prone to regulatory depletion. Three studies examining both cultural differences and personality differences have recently supported this hypothesis. For example, Asian nationals and those individuals scoring higher on the Singelis Interdependence Scale showed less regulatory depletion than Caucasian Americans and those with more independent construals. Additionally, chronic efforts at social self-control (e.g., taking social cues for behavior from others, laughing at jokes that are not funny) were related to regulatory success. Finally, the advantages hold for both regulatory efforts focused upon inhibiting unwanted behaviors (e.g., controlling thoughts or facial expressions) and for the initiation and perseverance of desired behaviors (e.g., persistence on a tedious task). In sum, it appears as if the repeated efforts of interdependent individuals to maintain interpersonal harmony may have beneficial self-regulatory side effects.

### AFFECTIVE SYMBIOSIS: EXTERNAL EMOTIONAL SUPPORT AS COMPENSATION FOR INTERNAL AFFECT REGULATION FAILURE

*Sander L. Koole; Free University Amsterdam* – For some people, attempts to directly control one's emotions repeatedly fail. Recent research has established that people who are action-oriented (e.g., people who are good at ignoring distractions and persevere on goal-directed tasks) self-regulate their affective states much more efficiently than people who are state-oriented (i.e., people who become easily distracted and discouraged and who miss opportunities to act) (Kuhl & Koole, in press). I reasoned that because they cannot directly change their negative emotions, state-oriented individuals may develop compensatory strategies for modifying their feelings through interpersonal relationships. The present research explored whether state-oriented individuals rely on external support for emotion regulation – a process called affective symbiosis – more than action-oriented individuals. In Study 1, state-oriented individuals who visualized an accepting relationship reported significantly less negative affect up to 10 minutes after visualization. No such pattern was obtained among state-oriented individuals who visualized a demanding relationship or among action-oriented individuals. Study 2 conceptually replicated this finding using an implicit mood measure and a different form of emotional support (i.e., non-contingent versus performance-contingent rewards). In Study 3, state-oriented participants who visualized an accepting relationship reported less negative self-evaluations than state-oriented individuals who visualized a demanding relationship or action-oriented individuals. In Study 4, the latter findings were extended to implicit self-evaluations. Taken together, state-oriented individuals benefit more than action-oriented individuals from the emotional support of their social environment. Affective symbiosis may thus be an important compensatory affect regulation strategy among individuals who experience difficulties in self-regulating their feelings.



### **THE HEALTH OF ROMANTIC RELATIONSHIPS RELIES ON SELF-REGULATION**

*Kathleen D. Vohs; University of British Columbia* – A good romantic partner is a person who possesses strong interpersonal skills and uses these skills to overcome the obstacles and difficulties that couples invariably encounter. Good romantic partners give their partners credit for success, take personal responsibility for troubles, and stay committed to their partners in the face of temptations from possible alternate relationship partners. In short, good relationship partners are willing and able to override their own selfish impulses for the betterment of the relationship, an ability that seems grounded in self-regulation. I will present data showing that self-regulation – defined as the ability to control the self's urges, impulses, desires, and to override habitual or automatic patterns with more desirable responses – is a crucial component of successful relationship functioning. To test this idea, I used a model of self-regulation that depicts self-control abilities as being governed by a limited resource that can be temporarily depleted with use. Findings from Study 1 reveal that self-regulatory resource depletion (i.e., having engaged in a previous act of self-regulation) impairs the ability to make constructive (versus destructive) responses under conditions of relationship conflict. Findings from Study 2 show that resource depletion leads people to take personal credit for good outcomes and blame their partners for bad outcomes. Findings from Study 3 reveal that being low in regulatory resources results in increased attention to attractive others as representations of possible alternate relationship partners. These studies indicate that the capacity for self-control is a key component of successful intimate relationships.

### **COSTS AND CONSEQUENCES OF SELF-REGULATION IN INTERRACIAL DYADIC INTERACTIONS**

*Jennifer A. Richeson<sup>1</sup>, Sophie Trawalter<sup>1</sup>, J. Nicole Shelton<sup>2</sup>; <sup>1</sup>Dartmouth College, <sup>2</sup>Princeton University* – In much of contemporary society, much of daily life requires regular contact with individuals from different demographic groups (e.g., race, religion). Recent work suggests, however, that interracial interactions negatively impact executive functioning, especially for individuals who harbor relatively high levels of racial bias (Richeson & Shelton, 2003). The present work investigates one putative mechanism for this impairment; namely, self-regulation. Recent theoretical and empirical work demonstrates that executive capacity is a limited, albeit renewable, resource (e.g., Engle, 2002). Empirical studies confirm that engagement in one task that requires executive function impairs performance on a simultaneous or subsequent task that uses the same resource (Baumeister et al., 2000). According to the limited-capacity model, interracial contact impairs executive function because individuals engage in cognitive and/or behavioral control (i.e., self-regulation) during the interaction, which renders them less able to regulate as a consequence. Building on this idea, the present studies manipulated the self-regulatory demands of interracial dyadic interactions and subsequently assessed the effects of those manipulations on executive function. Specifically, in both studies, white participants were videotaped during an interaction with a black confederate during which participants discussed their views on racial profiling. After the interaction, participants completed the Stroop color-naming task. Results revealed that when interpersonal regulatory demands were increased, Stroop impairment increased; conversely, when interpersonal demands were decreased, Stroop impairment decreased. These results support resource depletion as a mechanism through which interracial contact temporarily impairs executive function.

### **INTERPERSONAL REGULATION AND STEREOTYPE-BASED INFERENCES: ON THE IRONIC EFFECTS OF PUBLIC SETTINGS**

*Alan Lambert; Washington University* – Recent interest in stereotype inhibition or suppression falls squarely within the broader arena of research and theory on self-regulation (e.g. as demonstrated by work by Baumeister, Carver & Scheier, among others). Indeed, current models of stereotype inhibition draw heavily from theories of self-regulation, insofar as they often focus on the ways that deliberate, attentional

control can interrupt the automatic reliance on stereotypes. On intuitive grounds, one might suppose inhibition to be more likely in relatively public (vs. private) settings. In particular, telling people that someone "might be watching" is usually presumed to decrease the extent to which people engage in socially unacceptable behavior, by emphasizing public accountability, as work by Tetlock and others have shown. In my presentation, I will discuss recent and on-going research in our laboratory, which has challenged this intuitive view. Rather than diminishing stereotype use, we find that public settings can increase the extent to which stereotypes influence behavior and judgment (e.g., Lambert, Payne, Jacoby, Shaffer, Chasteen, & Khan, 2003). The general picture emerging from our work is that public settings often trigger interpersonal anxiety, which can interfere with people's ability to self-regulate, leading to increased reliance on well-learned (habitual) responses, as the social facilitation literature has shown. Hence, ironically, warning people that others may be privy to their behaviors may actually increase prejudice among the very people who are most worried about doing the wrong thing in public.

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### **Session G3**

**Saturday, 2:45 - 4:00 pm**

**Salon F**

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### **YOU ARE WHO YOU KNOW: NEW PERSPECTIVES ON THE SOCIAL BASIS OF THE SELF**

**Chairs: Stacey Sinclair, Jeffrey Huntsinger; University of Virginia**

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

**Summary:** Social psychologists have long assumed that self-understanding is fluid and responsive to the vicissitudes of everyday social interaction (e.g. Mead, 1934). The research gathered in this symposium employ this classic idea in novel ways. Chen & Boucher show that when threatened, unique, individual aspects of the self come to dominate men's self-descriptions, whereas aspects of the self associated with significant others prevail in women's self-descriptions. Thus, relational self-aspects may be a self-regulatory resource, especially among women. Madon, Guyll & Spoth show how consensus versus disagreement of parents' expectancies about their children's alcohol use shape children's subsequent drinking tendencies. As such, this research is the first to examine whether the impact of self-fulfilling prophecies is enhanced when multiple perceivers hold similar expectations. Wright, McLaughlin-Volpe & Brody show that self-expansion motives inspire people to engage in friendship with outgroup members and developing such friendships causes self-change. Finally, Sinclair & Huntsinger show that perceived expectations held in blossoming relationships provide a conduit through which stereotypes impact the self; individuals' self-evaluations shift toward the perceived expectations of strangers when they desire to develop a relationship with said strangers. Overall, the research in this symposium illustrates that the self is shaped by both new and on-going relationships, to its betterment and detriment, and does so in the context of new domains, phenomena or processes. Discussant, Arthur Aron, will synthesize key themes and contributions.

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### **ABSTRACTS**

#### **SELF-REGULATORY SHIFTS IN LEVEL OF SELF-DEFINITION: INDIVIDUAL, RELATIONAL, AND COLLECTIVE SELVES AS POTENTIAL SELF-REGULATORY RESOURCES**

*Serena Chen, Helen C. Boucher; University of California, Berkeley* – A growing trend in the self literature is the recognition that the self is represented at not only the individual level, but also the relational and collective levels (e.g., Sedikides & Brewer, 2001). The relational level reflects the self in relation

to one's significant others, whereas the collective level reflects the self as a group member. Research has documented the influence of close relationships and group memberships on the self in a variety of domains (e.g., self-evaluation), typically by examining one or the other source of influence. The present research examined the self-regulatory role of individual, relational, and collective self-aspects in the face of threat. Unlike most research in this realm, all three levels of self-definition were simultaneously made available as potential self-regulatory resources. Specifically, two studies assessed shifts in level of self-definition in response to a threat to the individual self (i.e., failure feedback). It was hypothesized that the precise nature of self-regulatory shifts in self-definition should hinge on the value placed on different levels of self-definition (e.g., Steele, 1988). Consistent with evidence suggesting gender differences in the value placed on individual versus relational aspects of the self (e.g., Cross & Madson, 1997), both studies showed that men responded to threat by emphasizing individual self-aspects and de-emphasizing collective ones in an open-ended self-description task, whereas women tended to emphasize relational self-aspects in this task. Overall, the findings suggest that the arsenal of self-regulatory resources people have at their disposal may extend beyond individual to social aspects of the self.

**THE CONCURRENT ACCUMULATION OF SELF-FULFILLING PROPHECY EFFECTS** *Stephanie Madon, Max Guyll, Richard L. Spoth; Institute for Social and Behavioral Research, Iowa State University* – Self-fulfilling prophecies are false beliefs about others that lead to their own fulfillment via social interaction. It is well established that naturally occurring self-fulfilling prophecy effects tend to be small in terms of their magnitude (e.g., Jussim, Eccles, & Madon, 1996). However, this does not mean that self-fulfilling prophecies are never powerful. Individual targets are more likely to exhibit confirmatory behavior when they confront similar expectations from multiple perceivers. This process is referred to as concurrent accumulation effects (Jussim et al., 1996). Although the psychological literature has long recognized the potential for self-fulfilling prophecies to accumulate across multiple perceivers (Deaux & Major, 1987; Hamilton et al., 1990; Jones, 1990; Jussim et al., 1996; Snyder, 1984), the current study represents the first empirical test of this process. Longitudinal data acquired from parents and their pre- or early adolescent children were consistent with concurrent accumulation effects for negative expectations. When both parents overestimated how much alcohol their children would drink, children exhibited the greatest future alcohol use. Concurrent accumulation effects did not emerge for positive expectations. Children's future alcohol use was not substantially lower when both parents, as opposed to one parent, underestimated how much alcohol they would drink. These findings suggest that two negative expectations may harm targets more than two positive expectations help them, and that negative expectations may be more likely than positive ones to accumulate across multiple perceivers.

**SEEKING AND FINDING AN EXPANDED "ME" OUTSIDE MY INGROUP: OUTGROUP FRIENDS AND SELF CHANGE.** *Stephen Wright<sup>1</sup>, Tracy McLaughlin-Volpe<sup>2</sup>, Salena Brody<sup>3</sup>; <sup>1</sup>Simon Fraser University, <sup>2</sup>University of Vermont, <sup>3</sup>University of California, Santa Cruz* – Aron & Aron's self-expansion model proposes that people seek to enhance their personal efficacy by acquiring resources, perspectives, and identities that facilitate achievement of present and future goals. One way to meet self-expansion motives is to enter into close relationship and include the other in the self. Thus, self-expansion may represent of a basic motivation that predicts an appetitive interest in outgroup members, standing in contrast to the litany of explanations for why we avoid and persecute outgroups. The logic follows directly from the model – people seek to expand the self and seek relationships with others offering new resources, perspectives, and identities. Others who share our current perspectives and identities provide limited potential for self-expansion. Those with divergent perspectives and identities provide greater opportunity for self-expansion. Thus, under some circumstances, people should be drawn to outgroup

others. We present two field studies and an experiment that support this proposition. The first shows that developing cross-group versus same-group friendships leads to greater perceived change in the self-concept and greater recognition of new self-attributes. Second, greater perceived self-other overlap (closeness) with an outgroup member in a volunteer service situation predicted greater perceptions of positive self change. Third, priming heightened self-expansion motives resulted in greater interest in cross-ethnic friendships compared to priming reduced self-expansion motives or a no prime control condition. We believe these findings demonstrate a positive reciprocal relationship between self-expansion (self change) and interest in and the forming of close positive relationships with outgroup members.

**SOCIAL TUNING OF THE SELF: CONSEQUENCES FOR STEREOTYPE TARGETS** *Stacey Sinclair, Jeffrey Huntsinger; University of Virginia* – Stereotype targets are well aware of cultural beliefs about the social groups they belong to, as well as the potential for these beliefs to influence what is expected of them and how they are evaluated. As such, stereotype targets are frequently in the position of having to build or maintain relationships with individuals they suspect of seeing them through the lenses of a stereotype. This research uses shared reality theory (Hardin & Conley, 2000) as a framework for understanding how participating in such social interactions affects the way stereotype targets see themselves. According to this theory, stereotype targets should see themselves in a manner consistent with the ostensible views of another person when relationship motivation (i.e., the desire to form or maintain a relationship) toward that person is high versus low. In three experiments, participants actually interacted, or were led to believe that they were going to interact, with an individual that had either stereotype-consistent or stereotype-inconsistent views about a social group they belonged to. Their relationship motivation toward their interaction partner was also manipulated or measured. As expected, women's and African American's self-evaluations and/or behavior were more stereotype consistent when they had high versus low relationship motivation toward an interaction partner presumed to hold stereotype-consistent views. The opposite pattern was found when the ostensible views of the interaction partner were stereotype inconsistent. This research shows that individuals' stereotype-relevant self-understanding can be affected merely by what they believe others think about them.

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#### Session G4

Saturday, 2:45 - 4:00 pm

Salon G

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#### USING THE INTERNET FOR RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY: POTENTIALS, CONCERNS, AND EVIDENCE

**Chair: R. Chris Fraley; University of Illinois, Chicago**

**Summary:** Prior to the invention of the World Wide Web, Kiesler and Sproull (1986) discussed the possibility of collecting psychological data by computers. Though optimistic about its potential, they warned, "Until such time as computers and networks spread throughout society, the electronic survey will probably be infeasible for general surveys" (p. 403). Since then, the Web revolution of the 1990s has stimulated the massive interconnection of technologically advanced societies to a single computer network--the Internet--making it possible to realize the potential benefits envisioned by Kiesler and Sproull. The objective of this symposium will be to review the ways in which Internet research can advance the study of social and personality psychology and to address many of the questions and concerns that researchers have about Internet

research. Fraley will open the symposium by highlighting the capabilities of the web for experimental research. He will demonstrate how a number of classic research techniques can be implemented on-line as well as some novel research techniques that are not possible in traditional research contexts. Next, Gosling will examine several concerns that have arisen concerning data collected over the internet. Using samples collected with both Internet and traditional techniques, he will systematically evaluate each concern. Finally, Skitka evaluate a fundamental issue in Internet research: Do studies relying on Internet methodologies replicate the findings of studies relying on traditional methods?

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## ABSTRACTS

### CONDUCTING PSYCHOLOGICAL RESEARCH OVER THE INTERNET: WHAT CAN BE DONE AND HOW TO DO IT R.

*Chris Fraley; University of Illinois at Chicago* – During the last few years, an increasing number of psychologists have begun to use the World Wide Web as a tool for conducting psychological research. Unfortunately, many researchers have assumed that the Internet is useful only for collecting survey data. The objective of this talk will be to illustrate some of the more complex research designs that can be implemented on-line and explain how the use of on-line research can advance research in social and personality psychology. Specifically, I will illustrate the way in which on-line programs can be used to (a) randomize the presentation order of stimuli, (b) randomly assign subjects to conditions, (c) automatically save response data to a file for data analysis, (d) provide participants with customized feedback based on their responses, (e) exploit both text and image-based stimuli, (f) measure reaction times, (g) employ complex branching operations within a project, and (g) follow research participants longitudinally. I will also review the ways in which on-line programs can be used to implement both traditional (e.g., text, rating scales) and novel interfaces (e.g., continuous image maps, electronic card sorts) for data collection. Finally, I will discuss sources where researchers can learn more about how to conduct research over the Internet.

**SIX CONCERNS ABOUT INTERNET DATA: A COMPARATIVE ANALYSIS OF THE EMPIRICAL EVIDENCE** *Samuel D. Gosling<sup>1</sup>, Simine Vazire<sup>1</sup>, Sanjay Srivastava<sup>2</sup>, Oliver P. John<sup>3</sup>; <sup>1</sup>University of Texas, Austin, <sup>2</sup>Stanford University, <sup>3</sup>University of California, Berkeley* – The rapid growth of the Internet provides a wealth of new research opportunities for psychologists. In recent years, numerous studies have been published relying on self-selected Internet samples. In the same period, several concerns have emerged about Internet samples and data quality. This talk will evaluate six prevalent myths, comparing data collected from self-selected samples over the Internet with traditional samples using paper-and-pencil methods. Specifically, comparisons focus on a new large Internet sample (N=361,703) and 497 traditional samples published in JPSP. Internet samples are shown to be relatively diverse with respect to sex, race, socioeconomic status, geographic region, and age. Moreover, Internet findings generalize across presentation formats, are not adversely affected by non-serious or repeat responders, and are generally consistent with findings from traditional methods. Discussion focuses on how remaining concerns can be addressed and how such methods can contribute to research in many sub-disciplines of psychology.

**DOES SAMPLING MATTER? EXPLORING THE GENERALIZABILITY OF A CLASSIC SOCIAL PSYCHOLOGICAL FINDING** *Linda Skitka; University of Illinois, Chicago* – There has been little research that has examined how well social psychological findings generalize across more representative samples of the mass public. Although one can make the argument that most of our research findings reflect general social processes that are likely to generalize across people of different ages, levels of education, income, and so forth, there is little empirical evidence to support or refute this claim. To address whether sampling matters, the present study tested the generalizability of a classic

demonstration of the fundamental attribution error (FAE), the “Quiz Game” study of Ross, Amabile, and Steinmetz (1977). Participants were drawn from the only nationally representative probability sample of Internet-connected households, that maintained by Knowledge Networks (KN). KN recruits participants using random-digit-dialing sampling methods and provides people free devices to access the web (WebTVs) and ISP service in exchange for participating in research. Over-samples of adults in three ethnic minority groups (Asians, Hispanics, and African-Americans, Ns=280, 292, and 290 respectively), and a national random sample of adults (N =763) participated in the study. Only the White, wealthy, and conservative made the FAE, an effect driven by judgments of the Quizmaster’s, and not the Contestant’s, intelligence. Individual differences in self-construal and lay philosophies of the causes of behavior did not account for these effects. Instead, all evidence of the FAE was eliminated when income and conservatism were controlled. Differences between those who were versus were not web-users before joining the panel will also be discussed.

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## Session G5

Saturday, 2:45 - 4:00 pm

Salon D/E

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### UNDERSTANDING OPPOSITION TO AFFIRMATIVE ACTION: RECONCILING JUSTICE CONCERNS AND REDISTRIBUTIVE SOCIAL POLICY

**Chair:** *Brian S. Lowery; Stanford University*

**Discussant:** *Jack Dovidio; University of Connecticut*

**Summary:** Most people express strong support for egalitarian values. Yet, egregious social inequalities persist and coexist alongside opposition to redistributive social policies, like affirmative action. Previous research has primarily focused on whether prejudice or justice concerns contribute more to opposition. This symposium attempts to push the debate further by exploring social psychological processes that allow justice concerns to comfortably coexist with opposition to affirmative action.

Four speakers propose explanations for the opposition to affirmative action. Crosby suggests that people have a simplistic concept of justice, and that opposition to affirmative action may reflect a discomfort with the complexity that accompanies attempts to achieve equality. Lowery and colleagues suggest that opposition to affirmative action springs from self-interest that individuals may inaccurately experience as a concern for fairness. Sidanius and Federico argue that a desire for group dominance drives opposition, and that political sophistication allows critics to cloak this motive in the garb of conservative political ideology. Bobocel and colleagues present evidence that a sincere belief in merit and concerns for equal treatment may result in truly principled opposition. Following these talks Dovidio will provide a discussion designed to integrate the presented findings.

The research in this symposium illuminates processes that allow opposition to affirmative action to flourish, even when (or perhaps because) the desire for equality is sincere. In so doing, this research sheds light on the conditions necessary to translate egalitarian values into action in the form of support for redistributive social policy.

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## ABSTRACTS

**AFFIRMATIVE ACTION AND ITS COMPLICATIONS** *Faye Crosby; University of California, Santa Cruz* – Affirmative action is a controversial policy. The question is why. In many ways, the policy is rather unexpec-

tional. Affirmative action in employment involves good accounting procedures, whereby organizations check to make sure that they hire, retain, and promote talented people of color in proportion to their availability. In education, race sensitive admissions procedures are enacted when schools have reason to believe that they have fewer students of color than they should. Several reasons have been put forward to explain the furor over affirmative action. Some see resistance as warranted -- as simply a logical reaction to a policy that smacks of reverse racism. Others see resistance to affirmative action as an indication of covert prejudice. While the weight of the empirical evidence supports the second point of view more than the first, it is also possible to see matters in a somewhat different light. I propose that the discomfort over affirmative action results at least in part from a discomfort with complications of fairness. Americans are enamored with justice and wish to see justice in stark and simple terms. Any policy which reminds us how complicated it is to achieve justice is likely to make us squirm.

**WHEN AFFIRMATIVE ACTION CROSSES THE LINE: THE SELF-INTERESTED LIMIT OF DISTRIBUTIVE JUSTICE** *Brian S. Lowery, Phillip Goff, Miguel Unzueta; Stanford University* – Although a number of theoretical approaches suggest that self-interest may affect attitudes toward affirmative action, experimental research has primarily focused on prejudice and justice concerns as the sources of opposition to affirmative action. In two studies we provide evidence that self-interest affects attitudes toward affirmative action policies, and that this effect can extend to include concern for one's own group's outcome. In Study 1, White participants taking the perspective of applicants for a job rated a hiring policy as less fair when the workforce was more rather than less African American. In contrast, White participants taking the perspective of employees rated the same policy as less fair when the workforce was less rather than more African American. In Study 2, Whites with relatively high racial identity were more opposed to an affirmative action policy when the policy's outcome was framed as a decrease in the representation of Whites rather than an increase in the representation of Blacks. In contrast, low identified Whites, and non-Whites regardless of racial identity, opposed the policy more when it increased the representation of Blacks rather than decreased the representation of Whites. Furthermore, this effect was mediated by perceptions of the policy's fairness, suggesting that participants may have experienced the pull of group-focused self-interest as a sincere concern for justice.

**THE ANTECEDENTS AND CONSEQUENCES OF "PRINCIPLED OBJECTIONS" TO AFFIRMATIVE ACTION** *Jim Sidanius<sup>1</sup>, Christopher Federico<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of Minnesota* – Proponents of the principled-conservatism perspective posit that White conservatives' opposition to affirmative action is derived primarily from political ideology rather than racist sentiments. Although this perspective does allow for the possibility that racial prejudice could be a determinant of policy attitudes, it makes clear that such a possibility is most likely among individuals who are politically unsophisticated. On the other hand, individuals who are politically sophisticated are presumably able to separate prejudice from political ideology and thus mount a principled attack on race-targeted policies. In contrast to this perspective, social dominance theory suggests that a desire to preserve the in-group's privileged position drives attitudes toward race targeted-policies like affirmative action even among the politically sophisticated. In support of this perspective, we present evidence of the following: (a) opposition to affirmative action is not only driven by race-neutral values but also by dominance-related concerns like racism, (b) education strengthens the relationship between dominance-related concerns and principled objections to affirmative action, and (c) education does not change the relationship between race-neutral values and principled objections. These results are supportive of social dominance theory, which suggests that domi-

nance-related factors like racism continue to infect conservatives' opposition to affirmative action, and thus play a significant role in shaping attitudes toward race-targeted policies.

**REVISITING THE ROLE OF JUSTICE-BASED OPPOSITION TO AFFIRMATIVE ACTION** *Ramona Bobocel<sup>1</sup>, Leanne Son Hing<sup>2</sup>, Mark P. Zanna<sup>1</sup>; <sup>1</sup>University of Waterloo 1, <sup>2</sup>University of Guelph* – In previous research (Bobocel, Son Hing, Davey, Stanley, & Zanna, 1998, JPSP), we have demonstrated that people's endorsement of certain justice principles (e.g., the merit principle of distributive justice) can influence their attitudes toward affirmative action quite apart from the influence of prejudice. In this talk, we will discuss more recent data that address several outstanding questions, including whether our original findings can be accounted for by participants' social dominance orientation or by their implicit prejudice. At least two lines of our research suggest that they cannot. First, we will present the results of correlation research designed to assess the relation between people's social dominance orientation and their endorsement of the merit principle of distributive justice, arguing that they are different constructs. Second, we will present the results of a high impact experiment designed to examine the independent contribution of explicit prejudice, implicit prejudice, and people's endorsement of the merit principle in predicting their attitudes toward two affirmative action policies (one that explicitly violates the merit principle and one that does not). Taken together, the data from both lines of research are consistent with our original conclusion that justice-based objections to social policies such as affirmative action can be genuine, and are not necessarily a manifestation of people's social dominance orientation, or their explicit or implicit prejudice.

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### Session G6

Saturday, 2:45 - 4:00 pm  
Meeting Room 400/402

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## UNCOVERING PRINCIPLES OF SOCIAL PSYCHOLOGICAL CHANGE

**Chair:** *Dolores Albarracín; University of Florida*

**Discussants:** *Robin R. Vallacher, Andrzej Nowak; Florida Atlantic University, University of Warsaw*

**Summary:** The experience of building a new house is dramatically different from the experience of remodeling a house. The structures of the existing house can act as facilitators as well as impediments of the emergence of the future house one might envision. For similar reasons, change in personal and socio-cultural beliefs requires a consideration of the extent to which a prior psychological state or action restrict some future events or open possibilities for seemingly unpredictable circumstances. In this symposium, four social psychologists will discuss the social support and interpersonal-communication mechanisms that initiate cultural change or maintain cultural homeostasis (Kruglanski; Lyons & Kashima), the principles that define change (vs. mere formation) of a social-psychological state (Albarracín, Wallace, Glasman, & Kumkale), and the way in which changes at a lower-level structure accumulate to induce a major evolution in a social psychological system (Vallacher & Nowak). Further, Drs. Vallacher and Nowak will discuss the need for domain-specific as well as general considerations of social psychological change in relation to these presentations.

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## ABSTRACTS

### THE PARADOXICAL MECHANISMS OF MOTIVATED CLOSED MINDEDNESS AND SOCIAL CHANGE

*Arie W. Kruglanski, University of Maryland* – This presentation addresses the principle that need for closure elicits political and cultural change when people lack firm prior knowledge that elicits closure, but diminishes change when people already possess firm knowledge. According to the theory of lay epistemics (Kruglanski, 1989; Kruglanski & Webster, 1996), the need for cognitive closure fosters a desire for epistemic permanence. One implication of this notion is that persons in whom this need has been heightened (either momentarily or chronically) will generally resist social change provided that they previously possessed a firm knowledge they can perpetuate. Evidence for this proposition includes (a) correlational studies tying need for closure and political conservatism, (b) laboratory studies based on a generational design (Jacobs & Campbell, 1960) and attesting to a greater stability of social norms over generational cycles under high versus low need for closure, and (c) field studies on immigrants' assimilation to host cultures as a function of their need for closure and the social reality they encountered in the initial period following their arrival. We find that high- versus low-need-for-closure immigrants who upon entry into the host culture are surrounded by their co ethnics, are less likely to assimilate to that culture (as attested by diverse indices of acculturation). By contrast, high- versus low-need-for-closure immigrants who enter the new land alone (or nearly so) are more likely to assimilate to the host culture. Thus, whereas high-need-for-closure immigrants in possession of a firm and socially supported knowledge are reluctant to change, those who lack such a knowledge may actually be more disposed toward change, aimed at the acquisition of a stable, consensually supported, knowledge.

### CULTURAL DYNAMICS: HOW INTERPERSONAL COMMUNICATION MAY SHAPE THE TRAJECTORY OF CULTURAL CHANGE

*Anthony Lyons, Yoshihisa Kashima; The University of Melbourne, Australia* – Culture can be regarded as a system of meaning held in a group, which is dynamically maintained and transformed through the symbolically mediated social activities of individuals in interaction with each other. The maintenance and transformation of a meaning system in part depends on the extent to which it is actually shared and also perceived to be shared within the cultural community. When people believe others in the community share a meaning system, they are more likely to act on it than when they do not. In particular, we argue that interpersonal communication acts as a significant mechanism of cultural maintenance and transformation. Stereotypes, arguably a type of shared cultural meaning system, are likely maintained as people tend to avoid communicating stereotype-inconsistent information. However, recent research showed that one could reverse this phenomenon by leading people to believe that others in the cultural community do not share the stereotype. People communicated a stereotype relevant story through four-person chains using the method of serial reproduction. When communicators believed other community members disendorsed shared stereotypes, they rendered the story less stereotypical than when the community members were said to endorse them. A computer simulation modeled on the findings will also be discussed, which further illustrates the impact of perceived sharedness of cultural meaning system on the flow of stereotype relevant information through communication chains and networks.

### PRINCIPLES OF JUDGMENT FORMATION AND CHANGE

*Dolores Albarracín, Laura Glasman, Harry M. Wallace, G. Tarcan Kumkale; University of Florida* – Social psychologists have long argued that changing people's social judgments is fundamentally different from inducing them to form a new judgment. Despite this widespread recognition, very few models have precisely identified the cognitive and affective activities that are involved in each case. This talk will address two principles of

attitude change and formation. On the one hand, when one analyzes the role of the information people consider, attitude formation and change are similar because the probabilities of attitude formation and change are both a joint function of the material received or stored in memory and the evaluative and diagnostic heterogeneity of that material. Consideration of complex diagnostic material at the time one forms an attitude, or much later, when one reconsiders the attitude, can both decrease the stability of those attitudes. On the other hand, a broader approach to the processes that underlie social judgments leads to the conclusion that attitude formation and change involve different processes. Whereas attitude formation is well modeled by a sequence of consideration of information, then judgment, true attitude change entails activating a prior attitude and receiving or recalling related information, then comparing the prior attitude with the attitude-related information. In this context, prior attitude accessibility can either inhibit or facilitate modifications in those prior attitudes depending on whether accessibility promotes recycling the prior attitude (noncomparative contexts) or comparing it with the new information (comparative contexts). We describe two meta-analyses and an experimental series that bear on these possibilities.

### DYNAMIC PROCESSES IN PSYCHOLOGICAL CHANGE

*Robin R. Vallacher<sup>1</sup>, Andrzej Nowak<sup>2</sup>; <sup>1</sup>Florida Atlantic University, <sup>2</sup>University of Warsaw* – Human experience reflects highly diverse phenomena at vastly different levels of psychological reality. Despite this variability, the topics comprising human experience share important formal properties, and there are rules specifying how phenomena at different levels of analysis are related. The shared aspects of human experience, revealed in recent applications of dynamical systems to social psychology, provide insight into fundamental features of change that are manifest in otherwise distinct phenomena (e.g., attitudes, self-concept, society). This approach to social psychology emphasizes the tendency toward self-organization among the elements of a psychological system. Thus, neurons become interconnected to create neural assemblies that perform cognitive functions, distinct cognitive elements interact to produce coherent judgments and decisions, and local interactions among individuals promote the emergence of group norms and public opinion. Change in a psychological phenomenon, meanwhile, occurs when the organization of lower-level system elements is disrupted, prompting the emergence of new macro-level properties and functions. We illustrate the dynamic processes at work in this general scenario with respect to two distinct topics: societal transition and self-concept change. We also note, however, that each phenomenon and level of analysis is associated with unique factors that must be incorporated into theory construction and verification. In sum, models of psychological change can be decomposed into properties that are common to complex systems and mechanisms that are specific to each phenomenon and its associated level of description. Computer simulations prove useful in identifying both the generic and specific properties of change in psychological systems.

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## Session H1

Saturday, 4:15 - 5:30 pm

Salon C

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## EMBODIED COGNITION IN SOCIAL PSYCHOLOGY

**Chairs:** Paula Niedenthal<sup>1</sup>, Lisa Feldman Barrett<sup>2</sup>; <sup>1</sup>CNRS, University of Clermont-Ferrand, <sup>2</sup>Boston College

**Summary:** Consider the following findings: Petty and Wells (1980) found that nodding the head while listening to persuasive messages led to more positive attitudes towards the message content than shaking the head. Cacioppo, Priester, and Berntson (1993) observed that Chinese

ideographs viewed during arm flexion (approach) were subsequently evaluated more favorably than ideographs presented during arm extension (avoidance). And Bargh, Chen & Burrows (1996) showed that participants in whom the elderly stereotype had been primed later walked down a hallway more slowly than did subjects in whom the stereotype had not been primed. All such findings suggest that the body is closely tied to cognition and emotion. However, no single theory has integrated such findings, or explained them in a unified manner. Recent theories of embodied cognition, which view conceptual processing as based in sensory-motor experience, can explain these effects and, perhaps most importantly, predicting the effects *a priori* (Barsalou, Niedenthal, Barbey, & Ruppert, 2003). The central idea behind the theories of embodied cognition is that knowledge use involves direct operation on sensory-motor (modal) representations rather than abstract (amodal) ones. Moreover, the theories claim that all cognition, including high-level conceptual processes, can be understood this way. The aim of this symposium is to introduce theories of embodied cognition, demonstrate how they can be used to understand a number of seemingly unrelated findings, and report on recent findings of embodied social phenomena. Implications for understanding mental processes explored by social psychologists are emphasized.

## ABSTRACTS

**SITUATED CONCEPTUALIZATION** *Lawrence W. Barsalou; Emory University* – A concept is often viewed as a detached global description of a category's instances or statistical structure. Alternatively, a concept is a simulator that produces diverse simulations of "being there" with a category's instances. When representing a category on a given occasion, a specific instance relevant to situated action is simulated, not a generic exemplar, nor an exhaustive instance set. Furthermore, the instance is simulated in a background setting; it is not de-contextualized. Relevant actions, embodied states, and mental states are also simulated; the instance is not simulated as detached from the conceptualizer. Together this multi-modal collection of simulations constitutes a situated conceptualization that prepares the conceptualizer for action. Evidence from cognitive psychology and cognitive neuroscience is presented, and implications for social cognition are previewed.

**EMOTION CONCEPTS ARE EMBODIED** *Paula M. Niedenthal<sup>1</sup>, François Ric<sup>2</sup>, Silvia Krauth-Gruber<sup>2</sup>; <sup>1</sup>CNRS and University of Clermont-Ferrand, <sup>2</sup>Université René Descartes, Paris* – How do we know what someone else is feeling? What does it mean to know what fear is? And what is the referent to the words happiness and fear? Instead of assuming that emotion concepts are grounded attributions that are represented by amodal (abstract) symbols (e.g., Ortony, Clore, & Foss, 1987), we propose that emotion meaning and knowledge is grounded by the sensory-motor experiences of the emotion and the situations in which they were elicited. That is, in this view, the use of emotion knowledge involves partial simulation of the emotional state itself. This prediction is not made by current cognitive theories of emotion or by amodal (e.g., prototype, feature list, schema) theories of representation. The research reported in the present talk provides evidence in support of this sensory-motor/simulation view of how emotions are represented and used when needed in conceptual tasks. Several indicators of the simulation of emotional states when using emotional knowledge, adapted from work by Wu and Barsalou (1999), were employed in three studies in which subjects generated features of emotion concepts. Strong evidence that the use of emotion knowledge involves the embodiment of the emotion itself was found. These findings fit nicely with recent work showing that the recognition of facial expressions involves imitation of the expression itself, and that understanding other's emotions requires the ability to mimic them. The utility of Barsalou's Perceptual Symbol Systems approach to conceptual processing, one of several theories of embodied cognition, is also discussed.

## EMBODIMENT OF CORE EMOTIONAL PROCESSING: AFFECT PERCEPTION AND IMMEDIATE BEHAVIORAL RESPONSES ARE IMPAIRED IN DISORDERS OF SOCIAL FUNCTIONING

*Piotr Winkielman<sup>1</sup>, Daniel McIntosh<sup>2</sup>, Tedra Fazendeiro<sup>2</sup>, Aimee Reichmann-Decker<sup>2</sup>, Julie Wilbarger<sup>2</sup>; <sup>1</sup>University of California, San Diego, <sup>2</sup>University of Denver* – Our previous studies found that core emotional mechanisms, such as those involved in perception of brief affective stimuli, guide adaptive behavior. These findings suggested that emotion processing is fundamentally "embodied". The current studies used methods of social neuroscience to explore consequences of damage to core emotional mechanisms on perception of affect and immediate behavioral reactions. Three studies compared control participants (typicals and participants with cognitive disability) to participants with autism spectrum disorder (AD). Autism provides a window into social psychological processes because damage to core emotional mechanisms in autism may underlie impairments in social functioning. In Study 1, participants' task was to detect briefly presented stimuli. Stimuli were objects versus animals, or faces that differed in gender (male vs. female) or expression (happy vs. angry). Autism participants were selectively impaired in recognizing facial affect. In Study 2, participants' task was to watch affective facial expressions, while the activity of their cheek (smiling) and brow (frowning) muscles was monitored with electromyography. Control participants demonstrated fast and spontaneous mimicry, whereas autism participants did not. In Study 3, participants watched affective stimuli while their startle response was monitored. Control participants demonstrated startle potentiation (defensive behavior) to negative stimuli and startle reduction to positive stimuli, whereas autism participants showed non-specific potentiation of startle to all valenced stimuli. The results across all studies suggest a tight link between the core affective system and the behavioral system, and suggest that the disruption of this system may be involved in disorders with pervasive consequences for social functioning.

## AUTOMATIC BEHAVIORAL RESPONSES TO VALENCE: EVIDENCE THAT FACIAL ACTION IS FACILITATED BY EVALUATIVE PROCESSING

*Roland Neumann, Markus Hess, Stefan Schulz, Georg W. Alpers; Universität Würzburg, Germany* – Are motor schemata of facial action spontaneously activated upon the processing of evaluative information? If the answer is yes, the processing of evaluatively positive information should immediately trigger the motor schema of smiling, and the processing of negative information should trigger frowning. This hypothesis was tested in two experiments in which participants were required to respond to positive and negative words by either smiling or frowning. The latency of EMG activity over the brow muscle region (corrugator supercilii) and over the cheek muscle region (zygomaticus major) was recorded as a dependent measure. In Experiment 1, we found that participants were faster at contracting their zygomaticus muscle (which is involved in smiling) when evaluating positive words, and faster at contracting their corrugator muscle (which is involved in frowning) when evaluating negative words. In Experiment 2, participants were required to respond with the contraction of one of the two muscles whenever a word appeared on the computer screen. Again, we found that participants responded faster to congruent response valence combinations than to incongruent response valence combinations. These findings support the hypothesis that motor schemata of facial muscles are directly linked to evaluative processing.

**EMBODIED PREFERENCES** *Art Markman, C. Miguel Brendl, Claude Messner, Kyungil Kim; University of Texas, Austin* – Motivational states have a profound influence on people's preferences, though people are usually unaware of these effects. The activation of goals, in turn, is driven by a number of factors including physiologically-based need states. There are two effects that active goals have on preferences for items. First, there are valuation effects, in which an object's value increases when it is relevant for satisfying an active goal. Second, there are devaluation effects, in which an object's value decreases when it is irrelevant to satisfying an

active goal. People's lay theory of motivation includes valuation effects, but not devaluation effects. Surprisingly, devaluation effects appear to be stronger than valuation effects. Finally, errors in people's lay theories of the relationship between motivation and preference can lead people to make systematic mis-predictions of their future preferences. These effects are illustrated using changes in people's preferences as a function of their current need to eat or need to smoke cigarettes.

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## Session H2

Saturday, 4:15 - 5:30 pm

Salon A/B

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### **BROADENING OUR PERSPECTIVE: NEW DIRECTIONS IN THE STUDY OF SOCIAL EXCLUSION AND ACCEPTANCE**

**Chairs:** Robert T. Hitlan<sup>1</sup>, Kristine M. Kelly<sup>2</sup>; <sup>1</sup>University of Northern Iowa, <sup>2</sup>Western Illinois University

**Summary:** One of the risks that people assume upon pursuing social relationships is the possibility that they might be rejected. Indeed, one might even go so far as to say that this potential for rejection represents the price one must pay in order to seek the rewards of companionship and intimacy. Because social rejection plays such an important role in seeking out new relationships, researchers have recently begun to examine the nature of interpersonal rejection. Although numerous studies have focused on various responses to social rejection, we still know surprisingly little about the mechanisms, contexts, and outcomes of rejection experiences. This symposium will bring together researchers who have investigated these issues. Williams, Goven, Wheeler, and Nezelek report on daily experiences of ostracism using an event-contingent diary methodology. This rich data set explores how perceived motives and attributions for ostracism impact psychological needs. In their survey of working students, Hitlan and Harden provide some of the first evidence indicating how workplace exclusion impacts an employee's interpersonal and organizational attitudes and behaviors. Next, Nelson and Kelly examine the use of self-knowledge to re-establish psychological needs after a rejection experience. Finally, Markunas, Kelly, Miller, and Waner report on a series of studies that investigate the emotional and physical consequences as well as coping strategies associated with both rejection and overinclusion.

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### **ABSTRACTS**

**EVERYDAY OSTRACISM USING THE SYDNEY OSTRACISM RECORD (SOR)** Kipling D. Williams<sup>1</sup>, Cassandra L. Govan<sup>1</sup>, Ladd Wheeler<sup>1</sup>, John B. Nezelek<sup>2</sup>; <sup>1</sup>Macquarie University, <sup>2</sup>College of William & Mary – The present study complements existing laboratory-based research on ostracism (see Williams, 2001) by examining ostracism as it occurred in daily life. For two weeks, participants described what happened each time they felt ostracized. They provided descriptions using the Sydney Ostracism Record (SOR), an event-contingent diary method modeled after the Rochester Interaction Record (RIR; Wheeler & Nezelek, 1977). The questions on the SOR were based on Williams's need-threat model of ostracism (1997; 2001). The sample consisted of 40 participants who described 736 ostracism episodes. The majority of episodes were from persons of equal status and social in nature. Situational factors were cited as the reason for being ostracized (46%) followed by dispositional attributes about the ostracizer (42%). Participants felt that something about themselves was responsible for the ostracism only 12% of the time. The data were analyzed with a series of multilevel random coefficient models using the program HLM (Raudenbush, Bryk, Cheong, & Cong-

don, 2000). As expected, participants reacted negatively to being ostracized. They reported lower levels of belonging, control, self-esteem, and meaningful existence. Participants' needs were threatened more when they were ostracized by friends and close others than when they had been ostracized by acquaintances or strangers. Participants scoring higher in neuroticism reacted more negatively to ostracism. Neuroticism scores were negatively related to how much people felt they belonged, their self-esteem, their sense of control, and the meaning of their lives. Discussion focuses on the linkages between lab and diary methods, and the extent to which the model was supported.

### **EXCLUSION AT WORK: EXAMINING THE RELATION BETWEEN EXCLUSION AND WORK-RELATED ATTITUDES AND BEHAVIORS**

Robert T. Hitlan, Jennifer Harden; University of Northern Iowa – Research investigating the effects of social exclusion has indicated that experiencing such behaviors are extremely aversive to targets (Williams, 2001). Laboratory research indicates that being excluded results in a host of negative consequences such as increased psychological distress and increased tendencies to exhibit antisocial behaviors. In the workplace, however, exclusion per se has traditionally been thought about as one dimension of a larger problem (i.e., workplace bullying), as a component of ethnic harassment (Schneider, Hitlan, & Radhakrishnan, 2000), or as a form of retaliation suffered by those who “blow-the-whistle” at work (Miceli & Near, 1992). The current research extends previous work on exclusion by exploring the link between exclusion in the workplace and work-related attitudes and behaviors. As such, it helps to fill a gap in our current understanding of this important social phenomenon. One hundred and four working students completed a web-based “workplace experiences” survey. Participants indicated the frequency with which they felt excluded by supervisors and/or coworkers at work. Results indicated that as the frequency of exclusion increased so did anti-social/aggressive work behaviors, negative attitudes toward immigrants and immigration to the US, as well as, increased threats to participants psychological needs: belonging, control, self-esteem, and meaningful existence. Moreover, exclusion at work was negatively associated with coworker satisfaction, work satisfaction, organizational commitment, and organizational citizenship behaviors. The current research sheds light on some of the implications to being excluded by others in the workplace and also important to the development of a theoretical model of workplace exclusion.

### **USING SELF-KNOWLEDGE TO RECOVER FROM REJECTION**

Anna K. Nelson<sup>1</sup>, Kristine M. Kelly<sup>2</sup>; <sup>1</sup>State University of New York, Buffalo, <sup>2</sup>Western Illinois University – Williams' (1997) Needs-Threat Model proposes that ostracism produces a deficit in four psychological needs: belongingness, control, self-esteem, and meaningful existence. Further, the deprivation of these needs motivates the individual to attempt to re-establish the needs following the rejection experience. We tested the hypothesis that reflecting on one's self-knowledge may be one technique by which individuals can restore these threatened needs. The four needs were measured in a sample of undergraduate students following a rejection or inclusion manipulation. Participants then performed a self-knowledge organization task (Showers & Kevlyn, 1999) that required them to sort 46 cards containing self-descriptive adjectives into categories that described meaningful aspects of themselves. Following the card-sort, the four psychological needs were again measured. Results indicated that while included participants' psychological needs remained relatively constant, rejected participants' psychological needs were initially threatened, but their needs for belongingness, control, and meaningful existence (but not self-esteem) were re-established after self-knowledge organization. This study suggests that it may be possible for individuals to overcome some of the negative consequences of rejection, in the absence of the opportunity to interact with others, by examining their self-structure.

**COPING WITH THE SATIATION OF BELONGINGNESS NEEDS: EMOTIONAL AND PHYSICAL REACTIONS TO BEING INCLUDED TOO MUCH**

*Susan J. Markunas<sup>1</sup>, Kristine M. Kelly<sup>2</sup>, Kristin M. Miller<sup>3</sup>, Kelly R. Waner<sup>2</sup>; <sup>1</sup>DePaul University, <sup>2</sup>Western Illinois University, <sup>3</sup>East Carolina University* – Baumeister and Leary (1995) proposed that the need to belong is a powerful, pervasive, and fundamental aspect of human nature. One implication of the need to belong is that it should show satiation patterns similar to those of hunger or thirst. Once individuals have secured a minimum number of social connections, their motivation to form new relationships should diminish. A series of three studies sought to examine various consequences of social demands placed on individuals whose belongingness needs are satiated. Study 1 explored the behavioral and affective consequences of being included too much. Results indicated that the sources of overinclusion were mostly friends and romantic partners and that individuals responded to the situation by active or passive disassociation. Further, they reported high levels of both positive and negative affect during the overinclusion experience. In Study 2, participants were randomly assigned to one of four conditions (rejection, inclusion, overinclusion, and control), which were manipulated by varying levels of acceptance from five confederates. Results indicated that overincluded participants smiled more and reported more anxiety than participants in the other conditions. Study 3 investigated physical symptoms and coping strategies associated with overinclusion and rejection. We found that rejection was associated with negative physical symptoms (e.g., headache, nausea) and negative coping behaviors (e.g., self-blame), while overinclusion was associated with active coping. Thus, our data indicate that once an individual's belongingness needs are satiated, additional social demands may result in a blend of positive and negative experiences.

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**Session H3**

**Saturday, 4:15 - 5:30 pm**

**Salon F**

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**WHEN EXTERNAL INFLUENCE IS GOOD: INSPIRATION, AWE, AND GRATITUDE**

**Chair: Todd M. Thrash; University of Rochester**

**Summary:** Motivational psychology has long celebrated internal, controllable, and self-generated forms of motivation. The optimally motivated individual is viewed as having, for instance, an internal (rather than external) locus of control, internal attributions for success, high self-efficacy and self-determination, and personal goals that are instrumental in satisfying one's motives or needs. The research in support of such constructs is unequivocal: for a variety of outcomes, it is better to be self-directed than to be tossed about by the whims of an unpredictable environment or by individuals that seek to control one. However, an unfortunate by-product of this research focus is that positive influences from beyond the self have received insufficient attention.

This symposium aims to promote a more balanced perspective by highlighting ways in which factors external to the self may influence one for the better. Drawing from social comparison theory, Penelope Lockwood will discuss inspiration from others and the factors that influence who we are likely to find inspiring. Todd Thrash will discuss research on inspiration as a general (rather than interpersonal) motivational construct that is highly meaningful and yet not attributed to one's own doing. Jonathan Haidt will discuss the family of awe-related emotions (e.g., elevation, admiration, and wonder) in which one is moved by qualities such as virtue, talent, or beauty. Finally, Michael McCullough will discuss research indicating that gratitude – a sharing of

responsibility for positive outcomes – is positively rather than negatively related to well-being.

**ABSTRACTS**

**COMPARISONS TO OTHER PEOPLE AS A SOURCE OF INSPIRATION**

*Penelope Lockwood, Tara Marshall; University of Toronto* – Upward and downward social comparisons can provide a powerful external source of inspiration. The successes of others illustrate achievements to be pursued, and failures of others illustrate undesirable outcomes to be avoided. The degree to which these two external influences provide inspiration, however, is influenced by an individual's self-construals. Highly independent individuals tend to pursue personal achievements and are motivated to promote desirable outcomes. For these individuals, an outstanding other's achievements should be especially inspiring, highlighting strategies for achieving successes. Highly interdependent individuals tend to avoid behaviors that could disrupt their social relationships, and work to prevent undesirable outcomes. For these individuals, the problems of a poorly-coping other should be especially motivating, highlighting strategies needed to avert difficulties. In Study 1, participants rated the degree to which they believed they would be motivated by a set of positive and negative models. Stronger independent self-construals were associated with motivation by upward comparisons, whereas stronger interdependent self-construals were associated with motivation by downward comparisons. In Study 2, we selected participants from cultural backgrounds known to be associated with either independent (Western European Canadian) or interdependent (East Asian Canadian) self-construals. Participants were exposed to an upward, a downward, or no comparison, and then, in an ostensibly unrelated task, rated their motivation to work hard. European Canadians were most inspired by upward comparisons; East Asian Canadians were most motivated by downward comparisons. Thus, both upward and downward comparisons can serve as external sources of inspiration; self-construals determine the effectiveness of these comparisons.

**THE MUSE IS ALIVE AND WELL: INSPIRATION AS A MOTIVATIONAL STATE**

*Todd M. Thrash; University of Rochester* – Inspiration is posited to be a motivational construct that spans diverse content domains (e.g., creativity, religion, interpersonal relations) and that differs from other motivations in that it is transcendent (i.e., one becomes oriented toward something more important than one's usual concerns) and evoked (i.e., it is attributable to external or uncontrollable influences). I will present two recent studies, one using a narrative recall methodology and the other examining daily experience, that discriminate the state of inspiration from its strongest known correlate, activated positive affect. As hypothesized, both studies found that inspiration and activated positive affect involve comparable levels of motivation; the differences between these constructs lie in the characteristics of transcendence and evocation. Inspiration, relative to activated positive affect, involves an enhanced sense of insight and meaning (i.e., transcendence), coupled with a denial of personal responsibility for having caused the experience (i.e., evocation). Inspiration and activated positive affect were also found to stem from distinct antecedent processes. These findings suggest that an understanding of optimal motivation, performance, and well-being may require attention to the influences that sustain and guide us.

**EMOTIONS EVOKED BY VIRTUE, BEAUTY, AND TALENT**

*Jonathan Haidt; University of Virginia* – We know so much about the emotions that are evoked by evil and ugliness (anger, disgust), and so little about emotions that are evoked by virtue and beauty. I will present preliminary research and theorizing about the family of "awe-related emotions," including elevation (a response to moral beauty), admiration (a response to talent or skill), and wonder (a response to certain kinds of physical beauty). These emotions are sometimes called "self-transcend-



dent" because they seem to weaken our normal, petty concerns with ourselves and our goals. These emotions also make us more receptive to cognitive and relationship changes. Since many emotion theories posit that emotions are about the self's progress toward personal goals, these emotions are puzzling. By broadening our perspective beyond the usual Western focus on the self and internal sources of motivation, we may expand our emotion theories to include a wider set of emotions.

**COUNT YOUR BLESSINGS: THE LINKS BETWEEN GRATITUDE AND SUBJECTIVE WELL-BEING** *Michael E. McCullough; University of Miami* – Gratitude is an affect that people typically experience when they bring to mind positive outcomes for themselves that they perceive to have been caused by someone else who acted benevolently on their behalf. I will review research from several recently published studies that illustrate that a tendency to experience gratitude is related positively to measures of subjective well-being such as life satisfaction, happiness, and positive affectivity rather than depression and other negative affective states. People who have high levels of subjective well-being experience more gratitude on a day-to-day basis. Moreover, when people participate in daily exercises in which they bring to mind several things for which they are grateful, they increase their positive affect and satisfaction with life. Taken together, these findings suggest that a readiness to acknowledge one's positive outcomes that were facilitated by the benevolence of another person is associated with better, not worse, subjective well-being. Moreover, it appears that these insights can be applied to improve well-being.

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#### Session H4

Saturday, 4:15 - 5:30 pm

Salon G

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### PSYCHOLOGICAL MISUNDERSTANDINGS: ERRORS IN SELF AND SOCIAL PERCEPTION AND THEIR IMPLICATIONS FOR SOCIAL CONFLICT

**Chair: Emily Pronin; Princeton University**

**Summary:** Psychologists have long been interested in the nature of self and social perception, and in how errors in self and social perception can lead us to misunderstand ourselves and others. The premise underlying this symposium is that much of human conflict is fostered and exacerbated by psychological inferences and assumptions that compromise our understanding of our own - and others' - views, motives, preferences, and behaviors. The studies we present involve misunderstandings, with clear implications for conflict, among romantic partners, political "opponents," social peers, organizational colleagues, and individuals interacting across cultural divides. Our talks present evidence regarding: romantic partners' over-optimism about their partner's ability to elevate their mood - relative to a stranger's ability to do so (Dunn); people's perceptions that while their own views and judgments are basically rational, others often are "irrationally" influenced by personal or political bias (Pronin); individuals' negative reaction toward people who express interest in helping out at a cause - but who express no personal stake in that cause (Ratner); Americans', but not East Asians', misunderstanding of the importance of social harmony in group performance (Sanchez-Burks); and individuals' overestimation of the extent to which their peers will inappropriately "project" their own beliefs and preferences onto those with whom they interact (van Boven). These various misunderstandings can foster and exacerbate conflict by leading us to make negative assessments of our interaction partners, to perceive them as more responsible than ourselves for the conflicts we experience, and to harbor serious doubts about the possibility of interpersonal (or intergroup) harmony.

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### ABSTRACTS

#### ARE STRANGERS AS GOOD AS LOVERS?: MISUNDERSTANDING THE EMOTIONAL CONSEQUENCES OF EVERYDAY SOCIAL INTERACTIONS

*Elizabeth W. Dunn, Timothy D. Wilson; University of Virginia* – What would make you happier, interacting with your significant other or a stranger of the opposite sex? In coping with the ups and downs of everyday life, people frequently seek out their significant other, believing that interacting with this person will have positive effects on their mood. Yet, individuals may often overestimate the emotional benefits of interacting with their romantic partner, while underestimating the emotional benefits of interacting with unfamiliar others. In a series of studies, we found that people tried harder to put on a happy face when they interacted or expected to interact with a stranger versus a romantic partner. However, because people are often blind to their own ability to engage in effective mood regulation, they underestimated how good they would feel immediately before and after interacting with an opposite sex stranger. Indeed, participants felt as good or better after interacting with a complete stranger versus their romantic partner, despite predicting that they would feel much better after interacting with their romantic partner. Ironically, because close others permit us to be ourselves rather than putting our best foot forward, romantic partners may be relatively ineffective at improving our moods. To the extent that people fail to find the emotional solace they expect from interacting with their romantic partner, this forecasting bias may sow the seeds of interpersonal conflict.

#### THE BIAS BLIND SPOT: MECHANISMS, AND IMPLICATIONS FOR SOCIAL CONFLICT

*Emily Pronin<sup>1</sup>, Thomas Gilovich<sup>2</sup>, Lee Ross<sup>3</sup>; <sup>1</sup>Princeton University, <sup>2</sup>Cornell University, <sup>3</sup>Stanford University* – People are surprisingly aware of many cognitive and motivational biases that distort human judgment. What they often lack awareness of, however, is their own commissions of and susceptibility to these biases. We first present evidence, across a variety of biases, for this asymmetry or "blind spot" in perception of bias in self vs. others. We then present evidence for two underlying mechanisms. The first involves the simple fact that other people's actions, judgments, and priorities sometimes differ from one's own. One way that people account for this discrepancy is to attribute it to the disagreeing party's failure to be objective or rational. We present two studies demonstrating that people perceive those who hold different views from themselves as deriving their positions from biasing influences, such as ego-defensiveness or dissonance reduction, while they maintain confidence in the objectivity underlying their own positions (e.g., regarding how the U.S. should conduct its foreign policy). Another mechanism involves people's tendency to attach greater credence to their own introspections about potential influences on judgment and behavior than they attach to others' similar introspections. A series of survey studies demonstrates that this tendency, combined with the fact that the processes which lead to many commissions of bias cannot be perceived via introspection, leads people to assume that their own judgments (but not those of others) are bias-free. The "blind spot" we identify can exacerbate conflict by leading individuals to see those with whom they disagree as not only uniquely "wrong" but also uniquely unreasonable and irrational.

#### WHEN A WILLINGNESS TO HELP IS PERCEIVED WITH SKEPTICISM

*Rebecca K. Ratner, Jennifer A. Clarke; University of North Carolina, Chapel Hill* – Under what conditions will a willingness to help be viewed skeptically rather than enthusiastically? Building on earlier evidence that people presume others to be motivated predominantly by their own self-interest (Miller & Ratner, 1998; Ratner & Miller, 2001), the present studies demonstrate that people tend to negatively perceive - and negatively treat - volunteers who fail to identify a personal stake in their cause. In four experiments, participants examined "volunteer applications" ostensibly completed by individuals who either identified a personal stake in the cause (e.g., applied to Students Against Drunk Driving

because their sister was killed by a drunk driver) or indicated that they thought the cause was very important but did not identify a personal stake in it. Participants treated the nonvested applicant with suspicion. They perceived the nonvested applicant as making a smaller time commitment than the vested person even when their expressed commitments were identical, and they perceived an identical track record of volunteering as indicating less reliability on the part of the nonvested than vested volunteer. The bias favoring vested volunteers was not driven merely by sympathetic feelings for the individual whose personal history rendered the cause personally relevant. The results suggest that individuals respond with mistrust toward nonvested individuals who try to become involved in social causes. This response may create a cycle of conflict in which individuals try to help, are met with skepticism, and respond in turn with frustration and irritation as they try to decide whether to continue their support.

**CULTURAL MISPERCEPTIONS ABOUT THE IMPORTANCE OF SOCIAL HARMONY IN GROUP SUCCESS** *Jeffrey Sanchez-Burks, Eric Neuman; University of Michigan* – Researchers who study conflict have repeatedly documented the detrimental impact of relationship conflict, or interpersonal discord, on group performance and success. Although most of this research has been conducted with American participants, our studies show, ironically, that Americans perceive such conflict as relatively unimportant and inconsequential for group-based success. We find that this misunderstanding regarding the importance of social harmony, however, is not found among East Asian participants. Three experiments involved both American participants and East Asian participants assessing the impact of task-based conflict, and relationship conflict, on group performance. Both sets of participants perceived task-related conflict as detrimental to group performance, but American participants did not perceive relationship conflict as detrimental. This misunderstanding amongst Americans regarding the importance of relationship harmony for group success is likely to foster and exacerbate conflict in a couple of ways. First, a lack of recognition of the importance of relationship conflict is likely to be associated with failures to address it, and such failures may lead the conflicts in question to escalate further. Second, cultural differences between Americans and East Asians in the perceived importance of relationship conflict are likely to create additional conflicts between members of these cultures when they are in situations that involve interpersonal discord. For example, conflict is likely to ensue when East Asian members of an intercultural group attempt to address relationship conflict in that group, and their attempts are met with frustration on the part of their American teammates who perceive such efforts as disruptive and unnecessary.

**INTUITIVE MISPERCEPTIONS OF SOCIAL PROJECTION** *Leaf Van Boven, An Oskarsson; University of Colorado, Boulder* – A venerable tradition in social psychology describes people's tendency to project their own attitudes, beliefs, and feelings onto other people. This social projection stems partly from self-serving motivations – from people's desire for social confirmation of their views. In this talk, we examine people's intuitive understanding of social projection, and its causes and consequences. Our analysis begins with the well-documented belief that other people are strongly influenced – more so than oneself – by self-serving motivations. We hypothesized that this belief, coupled with the intuition that projection arises largely from self-serving motivations, leads people to overestimate social projection in others. Two studies documented this overestimation. In one, people expected others to think they are more in the social spotlight than themselves – that is, more likely to be noticed for having an embarrassing spot on their pants or nose. In another study, people overestimated the extent to which other people perceive consensus with a variety of those people's attitudes, preferences, and beliefs, thereby overestimating the magnitude of social projection. A final experiment showed that people expected others who were more motivated to think well of themselves to perceive more consensus with their positions

than people lower in such motivation. These misperceptions of social projection may foster social conflict by affirming individuals' belief that others will be overly confident about the pervasiveness of their views (and thus may be prone to impose these views on others), and by affirming their suspicion that others are guided by egoistic desires rather than dispassioned analysis.

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## Session H5

Saturday, 4:15 - 5:30 pm

Salon D/E

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### **BUILDING ON INITIAL RESEARCH: ADVANCES IN THE STUDY OF NAME LETTER EFFECTS**

**Chairs:** *Leif D. Nelson<sup>1</sup>, Joseph P. Simmons<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Princeton University*

**Summary:** Previous research has documented that people like their names, and the letters that make up their names (Nuttin, 1985). This name letter effect has been shown to have surprising consequences for daily life (Pelham, Mirenberg, & Jones, 2002). In this symposium, we build on these initial findings to elaborate on the mechanisms that underlie, and the outcomes that arise from, the name letter effect. In the first paper, Wentura, Kulfanek, and Greve show that initial preferences operate unconsciously. In an affective priming task, they found that participants responded more quickly to positive than negative targets following subliminal presentations of their initials. However, they show that this effect only holds for other-relevant trait targets (e.g., honest, cruel), suggesting that initial liking is related to relational self-perceptions. In the second paper, Brendl, Chattopadhyay, Pelham, and Carvallo demonstrate that people prefer products that resemble their names. Further, they provide evidence suggesting that this effect is feeling-based, and only operates when a choice object is associated with an active goal. In the third paper, Nelson and Simmons show that first-initial preferences can have deleterious consequences. In particular, they show that people gravitate toward performance outcomes that are represented by their first initial – even when those outcomes are negative. Finally, Jones, Pelham, Carvallo, and Mirenberg, present archival and laboratory data suggesting that people are attracted to others who have similar names. In addition, in a classical conditioning paradigm, they found that people preferred others who were implicitly paired with their names. Together, the studies in this symposium converge with previous name letter research in concluding that name-liking can have striking effects. Moreover, these papers extend previous research by uncovering the guiding processes, the necessary pre-conditions, and the practical implications, of the name letter effect.

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### **ABSTRACTS**

**THERE'S DANGER IN THE NAME DAN: FIRST INITIAL EFFECTS ON PERFORMANCE** *Leif D. Nelson<sup>1</sup>, Joseph P. Simmons<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Princeton University* – People like their names. In fact, they like them so much that they tend to live in cities and pursue careers that resemble their names (Pelham, Mirenberg, & Jones, 2002). We extend this work by showing that liking for one's first initial can influence performance in domains in which outcomes are represented by that initial. Depending on whether one's initial matches a positive or negative outcome, liking for that initial can lead individuals to perform exceptionally well or exceptionally poorly. In the first study, an archival analysis of baseball player performance revealed that players with first initial E committed more errors (signified by the letter E) and batters with first initial K had more strikeouts (signified by the letter K), than did players with a

different first initial. The next two studies investigated academic performance. In Study 2, we found that students with first initial A or B earned higher grades than students with first initial C or D. Study 3 replicated and extended this effect by providing evidence for the role of initial liking in the phenomenon. These findings suggest that implicitly positive stimuli can produce explicitly negative outcomes.

#### **IMPLICIT EGOTISM: IMPLICATIONS FOR INTERPERSONAL ATTRACTION**

*John T. Jones, Brett W. Pelham, Mauricio Carvallo, Matthew Mirenberg; State University of New York, Buffalo* – Research on implicit egotism suggests that the positive associations people have about themselves automatically influence their evaluations of anything associated with the self. From this perspective, people should gravitate toward others who resemble them because similar others activate people's positive, overlearned associations about themselves. Three archival studies and three experiments supported this hypothesis. Studies 1-3 showed that people are disproportionately likely to marry others whose first or last names resemble their own. These effects were independent of matching based on age or ethnicity. Studies 4 and 5 provided experimental support for implicit egotism. Participants were more attracted than usual to people (1) whose arbitrary experimental code numbers resembled their own birthday numbers and (2) whose surnames shared their first few letters with their own surnames. Studies 4 and 5 also showed that implicit egotism was more pronounced among participants who (1) had recently experienced a mild self-concept threat and (2) scored high on a measure of reward sensitivity. Study 6 examined the underpinnings of implicit egotism by using participants' names as unconditional stimuli in a classical conditioning procedure. Participants liked a stranger more than usual when the number on her jersey had been paired, subliminally, with their own names. Discussion focuses on implicit egotism, similarity, and interpersonal attraction.

#### **NAME LETTER BRANDING AFFECTS FEELING BASED CHOICES**

*C. Miguel Brendl<sup>1</sup>, Amitava Chattopadhyay<sup>1</sup>, Brett W. Pelham<sup>2</sup>, Mauricio Carvallo<sup>2</sup>; <sup>1</sup>INSEAD, <sup>2</sup>State University of New York at Buffalo* – People like the letters from their own name more than other letters of the alphabet, an observation termed the name letter effect (Nuttin 1985). Correlational studies suggest that this effect may impact on major life decisions (e.g., job choices; Pelham, Mirenberg, and Jones 2002) but the causal link with choices has not been established, nor its mediating mechanisms explored. We report evidence that the affect toward name letters will transfer to choice objects and influence actual decisions. For example, after tasting a name letter branded tea and a non-name letter branded tea, participants chose to take home the name-letter branded tea more often than the non-name letter branded one. We provide evidence suggesting the following properties of the mediating mechanism: (1) The source of name letter affect is unconscious. (2) Name letter affect transfers to the choice object, if (3) choices are feeling based, but not if they are reason based, suggesting that the transferred affect creates a feeling about the object rather than improving reasons for choice. (4) Name letter affect is strong enough to influence choices only when it becomes associated with a choice object (e.g., a beverage) that is relevant to an active goal (e.g., to drink, but not to eat). (5) A unique property of the mechanisms involved in the choice context is that any goal or need could become relevant (i.e., not only to self-enhance, but, e.g., to eat or to drink).

#### **PREFERENCE FOR OWN INITIALS WITHOUT SEEING THEM: MASKED AFFECTIVE PRIMING BY NAME LETTERS**

*Dirk Wentura<sup>1</sup>, Michael Kulfanek<sup>2</sup>, Werner Greve<sup>3</sup>; <sup>1</sup>Friedrich Schiller-University, <sup>2</sup>University of Münster, <sup>3</sup>University of Hildesheim* – In an affective priming experiment, participants' initials were subliminally presented. We found a significant priming effect (denoting positivity of own initials) if own initials (compared to yoked participants' initials) were followed by other-relevant positive or negative trait terms as targets (e.g., honest, cruel; see Peeters, 1983). This result is compatible with the view that the self has positive valence (self-positivity bias) if seen from the other-rele-

vant perspective. That is, the self is evaluated as non-threatening to others and as morally positive. However, for possessor-relevant target terms (e.g., gifted, lonely), we found no effect of priming (i.e., no self-positivity bias). However, this possessor-relevant priming index correlated positively with explicit self-esteem. For high self-esteem participants, we observed a priming effect indicating positivity of own initials, whereas for low self-esteem participants, we observed a priming effect indicating negativity of own initials. This pattern of results is compatible with the view that individual differences in self-esteem correspond to the implicit evaluation of the self if seen from the possessor-relevant perspective. In sum, the results provide evidence for a name letter effect on an implicit level. Moreover, the differences with regard to type of positivity and negativity indicate a potential need for a differentiation of the concept of implicit valence.

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### **Session H6**

**Saturday, 4:15 - 5:30 pm**

**Meeting Room 400/402**

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## **IMPLICIT AND ALTERNATIVE ROUTES TO SYSTEM JUSTIFICATION**

**Chair: John T. Jost; Stanford University, New York University**

**Summary:** Most prior research on just world theory has stressed processes of victim-derogation and much of the early research on system justification has focused on the internalization of inequality and explicit forms of outgroup favoritism. This has led to the unwarranted assumption that self-blaming and victim-blaming are the primary or only means by which system justification needs are consciously met. In this symposium, we consider implicit, nonconscious, and alternative routes to satisfying the social psychological goal of maintaining the belief that the status quo is fair, legitimate, and justified. Ashburn-Nardo and Monteith, for example, demonstrate that members of disadvantaged groups show implicit affective and behavioral preferences for members of advantaged outgroups, especially to the extent that they endorse a system-justifying ideology. Research by Dasgupta and Asgari sheds light on the conditions under which the power of system-justifying gender stereotypes can be mitigated by exposure to famous counterstereotypical exemplars. Kay and Jost investigate the possibility that favorable (but causally irrelevant) stereotypes of members of disadvantaged groups and unfavorable, irrelevant stereotypes of members of advantaged groups can serve to increase system justification at both implicit and explicit levels of awareness. Finally, work by Hafer demonstrates that people often engage in the rationalization of unfair outcomes by assuming that fairness will occur in the long-term if not in the short-term. All of these research programs suggest that the manner and means by which people consciously and nonconsciously justify the status quo are more numerous and diverse than has been previously recognized.

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### **ABSTRACTS**

#### **PERPETUATING THE SYSTEM: IMPLICIT OUTGROUP BIASES AND THEIR IMPLICATIONS AMONG LOW-STATUS GROUPS**

*Leslie Ashburn-Nardo<sup>1</sup>, Margo J. Monteith<sup>2</sup>; <sup>1</sup>Indiana University-Purdue University Indianapolis, <sup>2</sup>University of Kentucky* – Low-status group members often exhibit less implicit ingroup bias than high-status group members (e.g., Rudman, Feinberg, & Fairchild, 2002). System justification theory (SJT; Jost & Banaji, 1994) suggests that such biases are the result of repeated exposure to stereotypic and/or negative ingroup information. Indeed, new experimental evidence (Ashburn-Nardo, 2003) reveals that even a single-shot exposure to low-status ingroup information causes an

immediate change in ingroup perceptions. Via a modified minimal group paradigm, participants were assigned to a novel ingroup, and half were led to believe that their ingroup was less successful than a novel outgroup in academics and career. Compared to control participants, those who were exposed to low-status information reported less explicit regard for and identification with their ingroup, they attributed more positive characteristics to the higher status outgroup, and they implicitly associated themselves less strongly with their ingroup. SJT further suggests that such biases do not merely reflect environmental associations but are driven by a motivation to justify existing social hierarchies. Consistent with SJT, recent findings indicated that the more Black participants exhibited an implicit evaluative preference for Whites relative to Blacks, the less positive their explicit ingroup attitudes, the greater their endorsement of ideology supporting a hierarchical structure within society, and the more they preferred a White vs. Black work partner on a task stereotypically associated with White success (Ashburn-Nardo, Knowles, & Monteith, in press). Collectively, evidence will be discussed in terms of the motivational forces underlying low-status group members' biases.

**SEEING IS BELIEVING: EXPOSURE TO COUNTERSTEREOTYPIC WOMEN LEADERS AND ITS EFFECT ON THE MALLEABILITY OF AUTOMATIC GENDER AND SELF STEREOTYPING**

*Nilanjana Dasgupta, Shaki Asgari; University of Massachusetts, Amherst* – Previous research has documented that although women frequently self-report more egalitarian beliefs about gender than do men, their automatic associations reveal strong gender stereotypes. The present research sought to test the conditions under which social environments can undermine automatic gender stereotypes expressed by women and to explore whether this effect extends to self-stereotypes. Study 1, a laboratory experiment, manipulated exposure to biographical information about famous female leaders. Study 2, a year-long longitudinal field study, took advantage of pre-existing differences in the proportion of women occupying leadership positions in two naturally occurring environments—a women's college and a coeducational college. Together, these studies investigated (a) whether exposure to famous women in leadership positions can temporarily undermine women's automatic gender stereotypic beliefs, (b) whether this effect is mediated by how frequently female leaders are encountered, and (c) whether and when this effect extends to changes in women's automatic self-conceptions. Results revealed that women who were in environments that exposed them to female leaders were more likely to express automatic counterstereotypic beliefs about their ingroup compared to others not exposed to women leaders (Studies 1-2); moreover, decrement in automatic gender stereotyping was mediated by the frequency of counterstereotype exposure (Study 2). Changes in self-stereotyping were not evident in the short-term (Study 1), and only weakly evident in the long-term (Study 2). Finally, decrements in self-stereotyping were best predicted by women's perception that female leaders' accomplishments were attainable (Study 1) and by social support in a same-sex environment (Study 2).

**SYSTEM-JUSTIFYING CONSEQUENCES OF VICTIM-DEROGATION AND VICTIM-ENHANCEMENT: THE MODERATING ROLE OF CAUSALLY RELEVANT VS. IRRELEVANT TRAIT ASCRIPTIONS**

*Aaron C. Kay, John T. Jost; Stanford University* – Justice researchers have focused on victim-derogating stereotypes and judgments as means for restoring the belief in a just world. Recent studies, however, suggest that complementary victim-enhancing stereotypes in which favorable traits are ascribed to disadvantaged groups (e.g., "poor but happy") and unfavorable traits are ascribed to advantaged groups ("rich but dishonest") also serve similar ends (Kay & Jost, in press). In an integration of just world and system justification theories, we hypothesized that victim-blaming tendencies would be more effective at justifying the system when the traits are perceived as causally related to the group's status, whereas victim-enhancing tendencies would be more effective when the traits are perceived as causally irrele-

vant. These predictions were supported. In Study 1, exposure to stereotype exemplars in which rich individuals were portrayed as more intelligent than poor individuals (victim-blaming/relevant) led to increased support for the system, but so did exemplars in which physically unattractive individuals were portrayed as more intelligent than attractive individuals (victim-enhancing/irrelevant). These findings were replicated and extended in Studies 2 and 3, in which we demonstrated that a threat to the perceived legitimacy of the system evoked victim derogation on causally relevant traits and victim enhancement on causally irrelevant traits.

**'LONG-TERM JUSTICE' AND THE RATIONALIZATION OF UNFAIRNESS**

*Carolyn L. Hafer; Brock University* – According to system justification and just world theories, people are motivated to preserve a sense of fairness and legitimacy, even in the face of objective injustice. We proposed that people sometimes justify unfairness by reasoning that fairness will occur in the long run. In two experiments, we manipulated the fairness of a negative event. In Experiment 1, we found evidence for the proposed justification strategy in that participants responded to the unfair but not the fair event by reporting that the negative outcome would be positive (and presumably more fair) in the long run. In the second experiment, we manipulated the time frame in which an unfair vs. fair event occurred. When injustice occurred within a long-term context (i.e., participants treated unfairly expected to be involved in further sessions), as long as the end of the time-frame was not made salient, participants perceived the injustice as more fair compared to those in a short-term condition (i.e., no expectation of further sessions). Finally, in a survey of athletes, we found that, especially for individuals who were presumably more defensive about injustice, officials' calls were perceived as less fair near the end of the season than at mid-season, even controlling for potentially confounding variables. This pattern was due to a belief that (at mid-season) calls would balance out fairly in the long run. Our studies support the notion that an extended time frame may lead people to rationalize that injustice will be "made up for" in the long term.

# Poster Abstracts

**A1**

## **WHEN DOES COMPUNCTION HELP OR HINDER SELF-CONTROL? THE ROLE OF GUILT AND SHAME PRONENESS**

Roger Giner-Sorolla<sup>1</sup>, Paschal Sheeran<sup>2</sup>; <sup>1</sup>University of Kent, UK, <sup>2</sup>University of Sheffield, UK – Models such as restraint theory (Herman & Mack, 1980) implicate self-conscious emotions of compunction such as guilt and shame in failures of self-control. But many others emphasize the positive regulatory function of such emotions (e.g., Baumeister, Stillwell, & Heatherton, 1995; Giner-Sorolla, 2001; Monteith, Devine & Zuwerink, 1993; van der Pligt, Zeelenberg, et al., 1998). Perhaps self-conscious emotions associated with a self-control domain motivate self-control efforts primarily among the dispositionally guilt-prone -- for whom feelings of compunction mean blaming their behavior and attempting to make reparations - rather than the shame-prone - for whom feelings of compunction mean self-disparagement and attempting to escape, which can impede self-regulation (Tangney & Dearing, 2002). Two exploratory studies examined the self-control domain of eating unhealthy foods in a university sample. Study 1 found that among shame-prone people, relative to guilt-prone people, greater negative affect associated with eating was related to a lower concern with self-control as measured by the cognitive-behavioral control factor of a version of the Temptation and Restraint Inventory, modified to cover unhealthy eating (Collins & Lapp, 1992). Study 2, conducted on a similar sample with slight variations in methods and measures, found a parallel result, and also found that guilt-proneness, but not shame-proneness, was associated with the belief that compunction helps one eat less. Preliminary data from retrospective behavioral measures will also be discussed.

**A2**

## **THE SOCIAL COSTS OF EMOTIONAL COMPOSURE**

Jane M. Richards; University of Texas, Austin – Emotion theorists long have argued that social interactions place constraints on our expressive behaviors. To handle these constraints, people often try to regulate their emotions. One form of emotion down-regulation is expressive suppression, or the conscious inhibition of emotion-expressive behavior. Interestingly, a self-presentational perspective suggests that the emotional composure that accrues from expressive suppression should have a generally salutary effect on the quality of our social interactions. However, functionalist accounts of emotion suggest that expressive suppression could disrupt social exchange, thereby exerting deleterious effects on social interactions. To address these competing hypotheses, two laboratory studies were conducted in which expressive suppression was manipulated in social contexts. In Study 1, pairs of unacquainted women were asked to discuss their conflicting opinions about a major societal issue (e.g., abortion, capital punishment). One member of each pair was randomly assigned either to suppress her emotional behavior during the conversation or to respond freely. Suppression disrupted communication patterns and decreased rapport in both suppressors and controls. In Study 2, the social costs of suppression were examined in conflictual interactions between heterosexual romantic partners. One member of each couple was randomly assigned either to suppress his or her emotional behavior during a conversation about relationship troubles or to respond freely. Suppression decreased intimacy and undermined conflict resolution efforts. Mediation analyses revealed that the withdrawal of positive expressive behaviors in particular was problematic. Taken together, these results suggest that-- in some contexts at least-- emotional composure has social costs.

**A3**

## **COPING WITH FAILURE AND CAPITALIZING ON SUCCESS: AN EXAMINATION OF STUDENTS' INTERACTIONS WITH FAMILY MEMBERS AND FRIENDS**

Ellen Rydell Altermatt, Minha Esther Kim, James Mosher, Amy Swartz; Michigan State University – There is growing evidence that individuals' experiences with everyday hassles and uplifts play a critical role in their adjustment. At the same time, the specific interpersonal processes that contribute to relations between daily events and adjustment are not well understood. The present study addresses this issue by examining the specific nature of students' interactions with family members and friends as they attempt to cope with failures and capitalize on successes in the academic domain. Middle school students (N = 303) completed survey measures of their daily academic experiences, social interactions with family members and friends, and academic motivation. Students were significantly more likely to share both failures and successes with family members than friends. In turn, family members were more likely than friends to respond to news of failure by providing help and to respond to news of success by providing positive feedback. Analyses were also conducted to examine whether students' levels of sharing and family members' or friends' responses to sharing were associated with students' motivation. Students who frequently shared their successes and failures with family members reported greater motivation than students who shared these experiences infrequently. In contrast, levels of sharing with friends were unrelated to students' motivation. For both family members and friends, help-giving following failure and positive feedback following success were associated with greater motivation. These findings contribute to a growing literature aimed at understanding relations between daily events, social support, and adjustment.

**A4**

## **DIADIC INFLUENCES IN FAMILY FORGIVENESS**

Geoff Thomas<sup>1</sup>, Gregory R. Maio<sup>1</sup>, Frank Fincham<sup>2</sup>, Kathy Carnelley<sup>3</sup>; <sup>1</sup>Cardiff University, <sup>2</sup>SUNY at Buffalo, <sup>3</sup>University of Southampton – The present research highlights the importance of the nature and quality of the victim-perpetrator relationship in determining the inclination to forgive in families. 117 families, each including two parents and one adolescent, completed a prototype of our new measure of family forgiveness, for each member separately. This measure asked them to first remember serious offences that had been committed against them by the other family member. Next, they completed the items assessing their tendencies to transform feelings, beliefs, and behaviors toward the other person in a positive direction. They also completed measures assessing general tendencies to forgive, basic personality traits (e.g., neuroticism), relationship quality, depression, anxiety, self-esteem, family climate, and aggression. As expected, family climate was a general predictor of the tendency to forgive other family members. However, asymmetries were found in the predictors of forgiveness across parent-adolescent and parent-parent relationships. In addition, although moderate to high levels of reciprocity were found within forgiveness dyads, the levels of victim-perpetrator agreement about forgiveness in parent-adolescent dyads were different to those in parent-parent relationships. Overall, the results demonstrate the importance of dyadic influences in the antecedents and consequences of forgiveness, and point to new theory explaining this variation

**A5**

**THE IMPACT OF SOCIAL CATEGORY PRIMING ON THE SELF** Kerry Kawakami<sup>1</sup> John F. Dovidio<sup>2</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>Colgate University – In general, the current view of stereotypes is that they are cognitive structures that contain a variety of associations with social groups. Although previously it has been assumed that activating our cognitive representation of social categories affects only responses targeted at social category members, recent research demonstrates that priming social categories can produce behaviors that are congruent with, but not targeted towards, the primed category (e.g., Bargh, Chen, & Burrows, 1996). Importantly, these studies demonstrate that social category priming influences personal responding styles even when these responses are not directly aimed at the primed category. The present research extends this work by examining the effects of category priming on other types of responses not aimed at the primed category but related to the self. Specifically, four studies were executed which examine the impact of social category presentation on participants' personal behaviors, attitudes, and self-evaluations. In accordance with our predictions, we demonstrate that priming social categories will activate behaviors, general evaluations, and specific attitudes associated with the category and that participants will adapt their own behavior, specific attitudes, and self-evaluations to be congruent with these activated constructs. In particular, following elderly priming, participants responded slower on a lexical decision task. Following skinhead priming, participants demonstrated more bias on a modern racism scale. Following priming of women who were overweight, participants' score on an implicit measure of self-esteem was reduced. Together these findings demonstrate the wide-ranging impact of social category priming on personal responding and the self.

**A6**

**POSITIVE RESOURCES FOR HEALTHY STRESS-UNWINDING AND SUBSTANCE ABUSE PREVENTION IN SMALL BUSINESSES** Camille R. Patterson<sup>1</sup>, Joel B. Bennett<sup>2</sup>, Wyndy L. Wiitala<sup>1</sup>; <sup>1</sup>Tarrant Council on Alcoholism and Drug Abuse, <sup>2</sup>Organizational Wellness & Learning Systems – Whether we unwind from stress through healthy (e.g. exercise, meditation, reading) or unhealthy (e.g. alcohol, drugs, tobacco) behaviors has important implications for health and substance abuse problems. This two phase study examines resources that contribute to how employees of small businesses unwind. Phase 1 (N = 539) looked at personal (e.g. sense of coherence and perceived wellness) and social/workplace (e.g. group cohesiveness and drinking climate) resources for unwinding from stress. Results indicate strengths in these areas contributed to greater use of healthy unwinding and less unhealthy unwinding with alcohol, drugs or tobacco. Phase 2 (N = 348), sought to determine if prevention training improved healthy and reduced unhealthy unwinding above and beyond personal and workplace resources. Employees received one of two types of prevention training or were assigned to a control group. Self-reports of unwinding behaviors were collected two weeks before and after the training (or four weeks apart for control group). The first training, Team Awareness (TA), was based on a SAM-HSA (Substance Abuse and Mental Health Services Administration) model program has shown effectiveness in improving the work environment. The second type of training, Choices in Health Promotion (CHP), promoted individual wellness and was custom designed for each business based on a needs assessment. Regression analysis indicated that TA significantly improved positive unwinding above and beyond the effects of both personal coping resources and work environment. CHP showed similar effects, but these effects were weaker and only marginally significant.

**A7**

**OPPOSITIONAL VERSUS COMPATIBLE BICULTURAL IDENTITIES: THE ROLE OF ACCULTURATION STRESS AND ADJUSTMENT** Veronica Benet-Martinez<sup>1</sup>, Jana Haritatos<sup>2</sup>; <sup>1</sup>UC Riverside, <sup>2</sup>Univ. of Michigan – The present work focuses on conflict between individual's two cultural identities. It examines the structure, meaning, and impact of individual differences in Bicultural Identity Integration (BII), a construct that differentiates between bicultural individuals who describe their two cultural identities as largely 'oppositional' (i.e., conflicting and disparate; low BII), and those who experience them as 'compatible' (fluid and complementary; High BII). Three studies advance previous work on biculturalism (Benet-Martinez, Leu, Lee, & Morris, 2002) by examining BII in bicultural samples of Chinese-Americans and Mexican-Americans. The present work identifies BII's two underlying components: Perceptions of distance (vs. overlap) and perceptions of conflict (vs. harmony) between one's two cultural identities or orientations. Results indicate that cultural distance and conflict are psychologically distinct components of bicultural identity. Conflictual bicultural identity is predicted by personality (e.g., openness, neuroticism) and contextual factors (e.g., acculturation stress) and predicts various adjustment outcomes.

**A8**

**TYPICAL PREJUDICES WITH RESPECT TO BEARERS OF ETHNIC DIFFERENCES IN BULGARIA** Zornitza Ganeva; Sofia University, Bulgaria – The gypsy community, e. g., has for centuries had "its special role and position in the sociohistorical, material, and spiritual space" of Bulgaria. In the sphere of ethnocultural and interpersonal relations, the notion of gypsy "has always been "crowned" with too many negative social attitudes, stereotypes, distances, barriers, and prejudices". The way of life of gypsies, the demographic characteristics of their ethnoses, their professional and educational qualification have been evaluated as "a priori proof" of the fact that "Roma are a real threat to the statehood, to the civil and legal order" [3, p. 19]. In the last years, an intensification of the negative opinion of the gypsy ethnoses has been observed. The "gypsy" becomes a symbol of the social chaos, of the horror about social order and civil tranquillity, of the fear of the property, honour, and dignity of the non-Rom. A certain, and of considerable importance in this respect at that, role have played and continue to play various state-owned and private media inclined to ethnically biased comments and assessments supporting the negative prejudices with respect to the representatives of the Romany ethnoses [according to 8]. Of importance also is the self-perception of Roma, which also has an effect on the perception of them by the others, i. e. on the formation of stereotypes and, hence, the prejudices with respect to them. The results of an empirical survey conducted in this respect show interesting results - the gypsies in Bulgaria perceive themselves as "We-image". Of interest is the way of perception of gypsies by Bulgarians and Turks. Bulgarians perceive Roma as: thievish - 99%, happy-go-lucky - 94%, lazy - 93%, undisciplined - 86%, musical - 84%, perfidious - 65%, united - 65%, lecherous - 63%, ungrateful - 62%, cruel - 60%. Turks perceive Roma as: thievish - 99%, lazy - 88%, happy-go-lucky - 87%, undisciplined - 79%, musical - 77%, ungrateful - 67%, lecherous - 60%, cruel - 60%, perfidious - 52%, poor - 50%. From the data presented is seen that the stereotypes about the gypsies are mostly with negative touch. This cannot but also have an effect on the prejudices formed on their basis. The knowledge of the nature of stereotypes and prejudices is a necessary basis for elaboration of variants of solutions, related to the surmounting of the negativism when perceiving the representatives of the Romany ethnoses.

**A9**

**GROUP IDENTIFICATION AS A STRATEGY TO COPE WITH IDENTITY CHANGE** Jolanda Jetten; University of Exeter – It is suggested that because the self is in important ways defined by membership in social groups, losing an identity or a permanent change to the meaning of the identity is likely to affect the individual self in important ways.

Despite the recognition that identity change can be highly stressful, limited consideration has been given to the way group identification can buffer against the negative consequences of change. We predict that the negative consequences of identity change will be limited when individuals readily take on a new identity. This is because the new sense of belonging and identification should have a positive effect on long-term well-being. A longitudinal study was conducted to test this prediction among first year psychology students starting university. We asked respondents to complete a questionnaire a month before starting university (Time 1) and again after a few months at university (Time 2). We found that well-being at Time 2 was negatively affected by perceived incompatibility of the old and new identity (Time 1 measure). Identification as a university student mediated this relation =96perceived incompatibility of the old and new identity increased resistance to identify with other university students, which accounted for the negative impact on long term well-being. The research thus shows that, paradoxically, social identification is not only a source of resistant to change but that social identities also, and at the same time, help to adjust to change.

**A10**

**CORRECTING NORMATIVE MISPERCEPTIONS TO REDUCE HIGH RISK DRINKING** Clayton Neighbors<sup>1</sup>, Mary E. Larimer<sup>2</sup>, Melissa A. Lewis<sup>1</sup>, Rochelle L. Bergstrom<sup>1</sup>; <sup>1</sup>North Dakota State University, <sup>2</sup>University of Washington – High risk drinking is prevalent among college students, but not as prevalent as most students believe. Misperceptions of descriptive drinking norms have been consistently documented and associated with high risk drinking. This research evaluates the efficacy of correcting normative misperceptions in reducing alcohol consumption among heavy drinkers using extremely brief computer generated personalized normative feedback. Two longitudinal studies were conducted at different universities examining drinking reductions as a function of brief exposure to normative feedback versus control. In both studies, heavy drinking students were randomly assigned to view information contrasting their own drinking and their perception of typical student drinking with actual typical student drinking. Students exposed to corrective normative feedback reported greater reductions in alcohol consumption up to six months later. Drinking reductions were mediated by changes in perceived norms. Corrective normative feedback was somewhat more effective among students who drink primarily for social reasons. This research demonstrates the importance of the distinction between perceived and actual descriptive norms and provides a practical and cost effective intervention approach for reducing high risk drinking

**A11**

**SOCIAL BENEFITS OF EMOTIONAL INTELLIGENCE AND EMOTIONAL CREATIVITY** Zorana Ivicevic<sup>1</sup>, Marc Brackett<sup>2</sup>; <sup>1</sup>University of New Hampshire, <sup>2</sup>Yale University – The present research investigated the relations between emotional intelligence and emotional creativity abilities and three socially relevant outcomes: artistic achievement, positive social orientation, and social deviance. Emotional abilities refer to individual differences in emotionality that are beneficial for the individual. Emotional intelligence (EI) is the ability to perceive, use, understand, and manage emotions (Mayer & Salovey, 1997), while emotional creativity (EC) is the ability to experience and express novel and effective blends of emotions (Averill, 1999). An empirical study supported the hypothesis that EI and EC are distinct, but related abilities. Understanding and Managing Emotions correlated with preparation and fluency components of EC ( $r_s = .14$  to  $.22$ ). EI was largely uncorrelated with aspects of EC related to originality in emotional experience. Finally, in predicting behavior, EI negatively correlated with social deviance and conflicting interpersonal relationships ( $r_s = -.13$  to  $-.19$ ), while EC was related to creative achievement and art appreciation ( $r_s = .20$  to  $.25$ ). In conclusion, EI abilities appear beneficial for behaviors that require conforming to social rules and conventions, while EC contributes to behavior requiring departure from the common experience.

**A12**

**VALUES AND WILLINGNESS FOR OUT-GROUP CONTACT: INDIRECT IMPACT OF CULTURE IN THE CASE OF BUSINESSPEOPLE FROM ISRAEL AND JORDAN** Lilach Sagiv, M. Mekhamra Jordan, Avraham N. Kluger; *The Hebrew University of Jerusalem* – The long awaited peace between Israel and Jordan brought high expectations for a new era of economic prosperity to both countries. Yet, soon after trade began, many businesspersons from both countries voiced their concerns regarding obstacles for trade -- obstacles that have grown during the last two years. In a study of businesspersons from Jordan and Israel, we explored the role of culture in explaining willingness to engage in Jordanian-Israeli joint ventures. We examined the ways in which culture and context interact to influence the meaning of personal values and their relations to willingness for contact between businesspeople from the two nations. As hypothesized, both Israeli and Jordanian businesspersons were more ready for social and business contact with each other, the more importance they attribute to maturity values, which emphasize understanding, acceptance and tolerance. However, culture influenced the meaning of social-concern values and therefore their relations with willingness for contact with businesspeople from the out-group. Power values, that emphasize power and control over people and resources, correlated positively with willingness for contact among Jordanians, but not among Israelis. Findings indicate that out-group contact may serve different needs for businesspeople from the two nations.

**A13**

**ACCULTURATION STRATEGIES AND INTER-GROUP TOLERANCE** Sonia Roccas; *The Open University of Israel* – One aspect of the acculturation process is developing attitudes towards the complex fabric of the host society. Specifically, immigrants acquire attitudes toward both the dominant group and various minority groups in the host society. This study explored the relationship between tolerance and four acculturation strategies that differ in the extent to which they express a complex social identity. Immigrants to Israel from Russia reported their acculturation strategies and the extent to which they were willing to have social contact with Israelis (the dominant group), Ultra-Orthodox Jews, and Israeli Palestinians (two minority groups). As expected, immigrants were substantially more willing to have social contact with the dominant group than with either of the two minority groups. Acculturation strategies were strongly related to tolerance: Separation and Marginalization correlated negatively with willingness to have social contact with members of all three groups. Conversely, Integration correlated positively with willingness for contact with all three groups. The correlations were considerable for the dominant group, and somewhat weaker with the minority groups. Finally, Assimilation correlated positively with willingness for contact with members of the dominant group, but not with members of the minority groups.

**A14**

**STEREOTYPING, SELF-AFFIRMATION, AND THE CEREBRAL HEMISPHERES** Ilan Shrir, Leonard L. Martin; *University of Georgia* – In two studies, we explored whether stereotyping research could be informed by considering the properties of the cerebral hemispheres (Martin & Shrir, 2003). The left hemisphere organizes information into tight, schematic representations and uses these representations to guide knowledge acquisition (top-down processing). The left hemisphere is also related to self-consistency. In contrast, the right hemisphere is more attentive to the on-line environment and is more sensitive to external contingencies (bottom-up processing). Based on these characterizations, we hypothesized that left hemisphere activation would be related to stereotyping, whereas right hemisphere activation would be related to more individuated person perception. We also speculated that left hemisphere activation would be associated with affirming important values (self-affirmation). Though self-affirmation has been found to enhance or restore the integrity of the self, it might also make the self-concept more

cognitively accessible. Since the self-concept is the largest and most elaborate schema we have and facilitates in the processing of familiar information, making the self-concept more salient may cause other knowledge structures to become more accessible, such as stereotypes. In Study 1, stereotyping and left hemisphere activation both increased after self-affirmation. In Study 2, self-affirmation again led to greater stereotyping, and hemisphere activation mediated this relationship. Discussion focuses on how hemispheric asymmetries have the potential to inform social psychological theorizing.

**A15**  
**GROUPS AS AGENTS OF CHANGE: THE SOCIAL (RE)CONSTRUCTION OF "RACE"** Holly Arrow & Chuck Tate; *University of Oregon* – Although it is widely acknowledged that "race" is a social construction, few research studies have examined the social construction process empirically. This study examined whether and how participants' individual definitions of "race" changed when they discussed these definitions in a small group of acquaintances. Participants privately provided their individual definitions of "race" (time-1) before participating in a focus group-style discussion about issues of diversity on campus. During the group discussion, participants were asked to come to a consensus on the definition of "race." After the group discussion, participants privately provided their individual definitions of "race" and answered questions about their relationships to group members (time-2). Results showed that control subjects, who did not participate in a group discussion, did not significantly change their individual definitions from time-1 to time-2. However, participants in the group discussions showed significant change in individual definitions of "race" from time-1 to time-2, and change was typically in the direction of the group definition. The length of time that participants knew their group members was inversely correlated with change, such that groups whose members did not know each other well evinced more change. Measures of closeness to individual members, perceptions of group similarity, and frequency of contact with members were unrelated to change

**A16**  
**LOW-LEVEL ASSOCIATIONS BETWEEN MOTIVATIONAL AND AFFECTIVE CONCEPTS FACILITATE GOAL PURSUIT** Ayelet Fishbach; *University of Chicago* – This research assessed whether successful resolution of a self-control dilemma requires the activation of positive evaluations with respect to enduring goals and the activation of negative evaluations upon confronting momentary temptations. It shows that for successful self-regulators, subliminal goal-related primes facilitate the activation of positive stimuli, whereas subliminal temptation-related primes facilitate the activation of negative stimuli. Thus for example, for successful students "study" activated "love" whereas "television" activated "cancer". Similarly, in an implicit association test (IAT, Greenwald et al, 1998), the extent to which participants associated goals with positive evaluations and temptations with negative evaluations predicted their adherence to long-term interests. Furthermore, since the behavioral manifestation of affective evaluations involves approach and avoidance response tendencies, successful self-regulators were shown to associate an approach response with goal pursuit and an avoidance response with pursuing momentary temptations. Thus for example, successful students were quicker to pull a joystick toward them when responding to "study" and pull a joystick away from them when responding to "television", than vice versa. Finally, experimentally induced affective associations between goal concepts and positive evaluations and between momentary temptations and negative evaluations directly enhanced goal-congruent behavioral choices. Taken together, these results demonstrate the process of overcoming temptations across a variety of domains, including the pursuit of healthy lifestyle, the attainment of academic objectives and more. They were interpreted as suggesting that low-level associative patterns between motivational and affective concepts may give rise to successful goal pursuit.

**A17**  
**INTERGROUP CONTACT AND PLURALISTIC IGNORANCE** J. Nicole Shelton<sup>1</sup>, Jennifer A. Richeson<sup>2</sup>; <sup>1</sup>*Princeton University*, <sup>2</sup>*Dartmouth College* – Contact among people of different racial groups continues to be a serious social issue in America. Making the first move to establish intergroup contact and to form long lasting relationships can be a daunting task. Fears and anxieties about how one will be treated can prevent people from moving forward. In addition, (mis)perceptions about out-group members' thoughts, feelings, and motives can exaggerate tensions. In the present research, we examine individuals' construals for their own and out-group members' avoidance of intergroup contact. Using pluralistic ignorance as a framework, we argue that people fail to recognize that out-group members' avoidance of intergroup contact reflects the same interpersonal processes as their own. Across several studies, we found that Whites and Blacks explained their own avoidance of intergroup contact in terms of their fear of being rejected because of their race, but explained the out-group members' avoidance to their lack of interest. Additionally, our research revealed that this self-other attribution bias negatively impacts the amount of intergroup contact individuals have over their first semester in college. We believe that recognizing that out-group members' behavior may reflect motives similar to one's own may be an important first step in reducing the anxiety and frustration associated with intergroup encounters.

**A18**  
**NEGOTIATING WITH LOW CONTROL OVER HEALTH: HOW A POSITIVE SOCIAL IDENTITY KEEPS OLDER ADULTS WELL** Daniel S. Baillis, Judith G. Chipperfield; *University of Manitoba, Canada* – Declining physical health is a challenge commonly faced by older adults. Some of these individuals greet this challenge with a sense of personal control over health; others do not. Our research complements previous studies of the health benefits of perceived control by examining what alternative psychological attributes and strategies may compensate in its absence. In particular, we suggest that collective self-esteem (CSE; i.e., a positive social identity) and optimistic social comparisons are, respectively, one such attribute and strategy. Our previous research showed: (a) CSE moderated the cross-sectional relationship between perceived control and chronic health among a representative sample of older adults; (b) optimistic social comparisons mediated the positive CSE-chronic health relationship among participants with low perceived control; and (c) optimistic social comparisons were associated with lower risks of hospitalization and death of these same individuals 2-6 years later, with prior hospitalization controlled. We designed the present study to examine CSE's influence on older adults' self-perceptions and emotions in response to experimentally manipulated social comparison information. Participants (N = 162) who provided CSE data in 1996 were reinterviewed in 2002 and asked to imagine that they and a fictitious neighbor had each suffered a hip fracture and recovered, months later, either fully or not at all. In significant contrast to other conditions, higher CSE predicted especially positive responses to downward comparison (i.e., participant recovers, neighbor does not) and especially negative responses to upward comparison (i.e., neighbor recovers, participant does not), suggesting heightened sensitivity. Secondary control striving theoretically accounts for these findings.

**A19**  
**IMPLICIT AND EXPLICIT RACE ATTITUDES: EVIDENCE FROM AGES 6, 10 AND ADULTHOOD** Mahzarin R. Banaji, Andrew Scott Baron; *Harvard University* – For the past 20 years social psychologists have learned a great deal about the nature and operation of implicit attitudes about social groups. From this work, it is now clear that such attitudes often reveal an orientation that is not in line with what is consciously expressed. Rather, as is most clearly visible in White-Americans, consciously expressed attitudes toward African-Americans are often more positive than unconsciously elicited ones. Cognitive develop-



mental studies suggest that race is among the earliest social categories that children mentally construct and represent. In the current study, a group of 6-year old White children were tested on a modified version of the Black/White Implicit Association Test and were given a questionnaire to assess their liking of black and white children. Results reveal a preference for White over Black even in 6-year olds. Interestingly, their explicit expressions of preference also show a strong liking for White - higher than observed with any sample of adults. A discussion of these data as compared to those of 10 year olds and adults will shed light on the early development and constancy of implicit attitudes, and on possible cultural and cognitive mechanisms that cause a shift in explicit attitudes.

**A20**  
**DEBRIEFING AFTER SUBLIMINAL STIMULATION: DOES INFORMATION TO PARTICIPANTS PREVENT PERSISTENT EFFECTS?** *Andreas Birgegard, Staffan Sohlberg; Uppsala University* – Persistent effects of unconscious stimuli (Sohlberg & Birgegard, in press) raise the ethical issue of whether informing participants about such stimuli is effective in returning them to a normal state. Two experiments (gender-mixed, N=70 and 118) tested two kinds of information to participants following subliminal (tachistoscopic) "mommy and I are dissimilar" or control stimulation. Measures were the Beck Depression Inventory, Structural Analysis of Social Behavior, and Retrospective Attachment. Results showed persistent effects that differed depending on gender. Simple information about the stimulus was effective in preventing these, while more elaborate information also describing the effects and mechanisms for them was not. The findings have implications for ethical recommendations for subliminal research, and suggest that this unexplored area requires more attention.

**A21**  
**MISCOMMUNICATIONS SURROUNDING SOCIAL OVERTURES ACROSS GROUP BOUNDARIES** *Jacque Vorauer; University of Manitoba* – Friendships between members of different ethnic groups have positive consequences for intergroup attitudes and relations, yet are relatively rare. The infrequency of cross-group friendships undoubtedly stems in part from greater proximity to and feelings of attraction for in-group as compared to out-group members, and, in some cases, a desire to preserve the culture and identity of the in-group. However, there is good reason to believe that cross-group bonds sometimes fail to develop not because of a lack of interest, but because of fears of rejection associated with reaching out across group boundaries. The present research examined whether individuals have elevated concerns regarding rejection when making social overtures toward an outgroup as compared to an ingroup member, and whether such rejection concerns foster miscommunications that reduce the likelihood of cross-group friendship formation. Specifically, we hypothesized that individuals' fears would enhance the significance they attached to their overtures toward an out-group member, such that they would overestimate the interest in forming a friendship that they had communicated. Results of two studies, one involving hypothetical scenarios and one involving actual exchanges between White and First Nations Canadians, were consistent with these hypotheses but moderated by individual differences: Only White participants who were low in prejudice and First Nations participants who were low in racial ingroup identification showed the predicted effects. Thus, rejection concerns represented a significant obstacle to cross-group friendship formation for those individuals who were most apt to be interested in reaching out across group boundaries in the first place.

**A22**  
**UNDERSTANDING IMPLICIT PARTISANSHIP: ENIGMATIC (BUT GENUINE) GROUP IDENTIFICATION AND ATTRACTION** *Brad Pinter, Anthony G. Greenwald; University of Washington* – Recent research by Greenwald, Pickrell, and Farnham (2002) suggests that people may spontaneously identify with groups in the absence of conscious aware-

ness or motivation. They found that briefly studying names of 4 members of a hypothetical group produces identification with and attraction to that group, a finding labeled implicit partisanship (IP). We conducted three experiments to advance understanding of the phenomenon. While the original demonstration of IP used human groups in a competitive context, Experiments 1 and 2 varied these procedures, respectively, by using a cooperative intergroup context and non-human group members (fictitious car brands). Neither of these variations eliminated the IP effect, indicating unanticipated robustness. Experiment 3 investigated the effect of linking studied novel groups to existing groups. Results revealed a substantial reduction of the IP effect when the studied group represented a rival university. This reduction of the IP effect by providing an opposing identity supports the interpretation that the name-study procedure induces a genuine association of the studied group with the self.

**A23**  
**PERSISTENT EFFECTS OF UNCONSCIOUSLY ACTIVATED RELATIONAL SCHEMAS IN ROMANTIC COUPLES** *Staffan Sohlberg; Uppsala University, Sweden* – When looking at us, do our loved ones see us as we are? Or might they be looking at ghosts from the past, revived through the unconscious activation of important relational schemas (Baldwin, 1992)? And if they do see ghosts from the past, can we at the receiving end resist being unconsciously molded into replicas of these ghosts? Unpublished data suggest that 5 ms. stimulation with "mommy and I are one" or a neutral control affects how participants rate their romantic partners in the lab. Because similar unconscious stimuli can lead to persistent effects, we looked at the romantic partners of young adults who were subliminally stimulated with "mommy and I are one" (N=62+62) or "daddy and I are one" (N=60+60). Effects on romantic partners were qualitatively similar to those previously seen in the stimulated participants themselves (Sohlberg & Birgegard, 2003). Evidence for a mechanism was sought in the "daddy and I are one" experiment. Ratings on the SASB (Benjamin, 2000) indicated that stimulated women got a more positive view of their boyfriends ( $d = .58$ ), while stimulated men got a less positive view of their girlfriends ( $d = -.44$ ). A week later, both boyfriends and girlfriends had a more positive view of the stimulated study participant ( $d_s = .57$  and  $.46$ , combined  $.51$ ,  $p = .05$ ). We conclude that the unconscious activation of some relational schemas can affect how young adults see their romantic partners, and that partners are affected indirectly.

**A24**  
**ITEM RESPONSE MODELING OF LONGITUDINAL PERSONALITY DATA** *Kate E. Walton<sup>1</sup>, Brent W. Roberts<sup>1</sup>, Avshalom Caspi<sup>2,3</sup>, Terrie E. Moffitt<sup>2,3</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>Institute of Psychiatry, London, <sup>3</sup>University of Wisconsin, Madison* – The use of Item Response Theory (IRT) in investigating personality change in members of the Dunedin Study (N=921) from age 18 to age 26 was explored. IRT analyses were carried out to obtain estimates of participants' latent personality traits on four scales from the Multidimensional Personality Questionnaire, and several tests of personality consistency and change were performed. The results were then compared to the findings of Roberts, Caspi, and Moffitt (2001) who previously analyzed the same data set using Classical Test Theory (CTT) methods. The use of IRT enabled us to determine that imprecise measurement may have led Roberts et al. and other longitudinal researchers to date to overestimate the magnitude of mean-level personality change. In terms of individual-level change, we found that Roberts et al. underestimated the number of individuals experiencing significant individual-level change because of the inadequacies of CTT indices of reliability. We also demonstrate that CTT methods may lead to erroneous conclusions regarding the structural equivalence of personality trait measures over time, and that only specific IRT indices, such as differential item functioning, can detect disparity. Finally, we discuss additional inadequacies of CTT and demonstrate how only IRT can properly address important testing issues. This study repre-

sents the first attempt to use an IRT measurement system to test longitudinal patterns of personality development and the first to demonstrate that CTT approaches provide problematic estimates of consistency and change.

#### A25

##### **PROJECTION IN PEER ESTIMATES OF COLLEGE DRINKING**

*William Klein; University of Pittsburgh* – College students often overestimate the amount of alcohol consumed by their peers and the extent to which their peers hold pro-drinking attitudes, a bias attributed to factors such as dispositional attribution and the increased salience of drinking behavior. This study examined whether perceptions of peer attitudes and drinking might result from projection. In other words, students who consume more alcohol, have more positive attitudes, and experience more alcohol-facilitated events (e.g., hangovers, unplanned sex) may tend to produce higher estimates of how much alcohol is consumed by their peers. Undergraduate freshmen (N = 430) reported their drinking attitudes, consumption, and experienced consequences during the middle and end of the academic year, and also estimated their peers' attitudes and consumption. In prospective analyses, more positive attitudes, greater drinking frequencies, and larger numbers of experienced events during the middle of the year predicted higher perceived consumption by one's peers at the end of the year (controlling for earlier perceptions of average consumption). Similar findings were obtained for perceptions of other students' attitudes. These findings suggest that (1) perceptions of peer drinking - which are thought to promote greater alcohol consumption - may themselves be a function of greater drinking, (2) people may justify experienced drinking consequences by coming to see drinking as more common, and (3) the absolute differences in perceptions of own and others' alcohol attitudes often observed in research on pluralistic ignorance could mask the strong correlation between own and others' attitudes, a correlation that seems to result from projection

#### A26

##### **DOES JUSTICE SALIENCE DECREASE, OR INCREASE, LEVEL OF FORGIVENESS?**

*Johan Karremans<sup>1</sup>, Paul van Lange<sup>2</sup>; <sup>1</sup>Utrecht University, The Netherlands, <sup>2</sup>Free University, Amsterdam, The Netherlands* – Several authors in the literature on forgiveness have argued that people's justice values seem pertinent to our understanding of when and why people do (or do not) forgive their offenders. However, the relationship between justice values and forgiveness has received only very little empirical attention. This is even more surprising, since two conflicting predictions can be made regarding the relationship between justice values and forgiveness, as we will argue. Based on theorizing in the literature on forgiveness, which argues that justice may be a barrier to forgive others, it can be predicted that justice salience leads to decreased levels of forgiveness. However, the more general literature on social justice, as well as the literature on human values, both suggest that people have much more 'prosocial' conceptions of justice than forgiveness researchers often seem to assume. Based on these literatures, it can therefore be predicted that justice salience leads to increased levels of forgiveness. In the present research, we examine the relationship between justice salience and a person's propensity to forgive others. Findings of three studies, in which we used various primes to increase justice salience, indicate that justice salience increases, rather than decreases, the propensity to forgive others. Implications of these findings for the literature on forgiveness, as well as the literature on human values, are being discussed.

#### A27

##### **FISSIONS AND FALL-OUTS: UNDERSTANDING CHANGE IN SMALL GROUPS**

*Mark Van Vugt, Claire M. Hart; University of Southampton* – A key feature of human social organization is its flexibility. Human groups form, transform, break-up and reform at a speed that has no parallels in the animal world. Group transformations can occur in many different forms, but arguably one of the most dramatic changes is a group fission. Fissions occur when two or more group members, in con-

junction, leave the parent group to either establish a new group (the "exit" group) or join a different group. Examples of group fissions have been documented in a wide variety of organizational settings, including profit and nonprofit organizations, religious groups, political parties, nation states, traditional hunter-gatherer societies as well as in non-human societies of primates and social insects. This presentation analyzes group fission from both a group resource and subgroup perspective, and tests two rival hypotheses emanating from an integration of these perspectives. According to the faultline hypothesis, group fission will be more likely if there is a subgroup division within the parent group which is believed to be associated with the nature of the resource threat. Conversely, according to the facilitator hypothesis, resource threats are sufficient to cause fissions, but subgroup divisions facilitate the fission process by providing a heuristic for the composition of the break-away groups. The results of four experiments, involving small work groups, supported the facilitator hypothesis, suggesting a two-stage model of group fission.

#### A28

##### **CONFORMITY AND INDEPENDENCE IN THE ASCH (1951) LINE JUDGMENT TASK AS DIFFERENCES IN REACTIONS TO UNCERTAINTY**

*Greg M. Turek; Fort Hays State University* – I tested whether I-D orientation (Turek, 2003), a personality dimension in which cultural differences between societies with immediate- vs. delayed-return systems are represented within individuals, could predict conformity and independence. Compared to people with a more immediate-return I-D orientation, those who are more delayed-return tend to think, behave, and relate to others in ways that attempt to compensate for the uncertainty and lack of control that, according to I-D compensation theory (Martin, 1999), accompany delays in feedback indicative of goal progress and payoff for efforts. Consequently, they also tend to become especially vulnerable to the effects of various social psychological motives. Accordingly, I hypothesized that people with a more delayed-return I-D orientation would be more conforming as a way to compensate and because of a greater vulnerability to social motives such as the avoidance of social exclusion (Leary, Haupt, Strausser, & Chokel, 1998) in the context of the Asch (1951) line judgment task. Two related individual differences, chronic happiness and cerebral hemisphere predominance, were also considered as predictors. Forty-nine undergraduate women completed questionnaire measures of the predictors and participated in a replication of Asch's (1951) study. On each trial, confederates verbally responded with the same scripted correct or incorrect answer followed by the participant. Results showed that delayed-return I-D orientation, chronic happiness, and relative right hemisphere predominance predicted greater conformity. These findings contribute to the understanding of who conforms and why and strengthen conclusions from other research on the role of I-D orientation and related constructs in social psychological phenomena.

#### A29

##### **WHEN WHAT YOU DO ISN'T AS IMPORTANT AS WHY YOU DO IT: THE BENEFITS OF A SELF-DETERMINED APPROACH TO WEIGHT LOSS**

*Heather Patrick<sup>1</sup>, Amy Canevello<sup>2</sup>, C. Raymond Knee<sup>2</sup>; <sup>1</sup>Baylor College of Medicine, <sup>2</sup>University of Houston* – How people approach goals can affect their experiences in attempting to achieve those goals. Self-determination theory suggests that approaching goals choicefully, rather than because of pressure, is beneficial to health and well-being. Thus, those who are more self-determined in approaching weight loss strategies will likely have more positive feelings about their goals and be more persistent. We asked participants to focus on either healthy eating or exercise as a means to achieving weight loss goals. They maintained daily records of their eating or exercise habits for one month. Results were consistent across both groups. Those who were more self-determined generally felt more positive about their goals on a daily basis and were more likely to intend to persist in their goals on subsequent days. Results remained significant even after controlling for perceptions

of progress. At the end of the study, participants were weighed, providing feedback about weight loss progress. There was no significant change in weight, so most participants learned they had not lost weight, despite their efforts. They then completed a follow-up questionnaire in which they rated several aspects of their experiences in the study. Those who were more self-determined felt more positive about their goals for the study even after receiving feedback that their weight had not changed. They were also more likely to report that they would continue trying to achieve their goals after the study was over. These findings provide further evidence of the importance of self-determination to positive outcomes in goal pursuits.

**A30  
AGE AND GENDER LABELS AFFECT FACIAL ATTRACTIVENESS**

*Nicolas Davidenko, Daniel Yarlett; Stanford University* – The perception of facial characteristics such as age, gender, and attractiveness has important social consequences. To investigate how perceived age, gender, and attractiveness interact, we presented people with silhouetted face profiles (black and white thresholded images of real faces cropped at the forehead and chin) that left age and gender partially ambiguous. This allowed us to measure whether social labels (e.g. labeling a face as "male" or as a "21-year-old") affect perceived attractiveness. In the first of four studies, we confirmed that positive correlations between perceived youth, femininity, and attractiveness typically found in studies using frontal-view face images (e.g. O'Toole et al., 1998; Rhodes et al., 2000) also hold for silhouetted face profiles. In studies 2 and 3, we found that specifying the age and gender of ambiguous face silhouettes affects their attractiveness. In particular, labeling faces as male makes them more attractive while labeling them as female makes them less attractive (study 2) and labeling faces as old makes them more attractive while labeling them as young makes them less attractive (study 3). In addition, we found that gender and age labels affect perceived age and gender, respectively: faces labeled as male appear younger, and faces labeled as young appear more male (study 4). We suggest that similar sets of facial cues are used to determine age, gender, and attractiveness and consider explanations of the results from studies 2, 3, and 4 in terms of discounting mechanisms.

**A31  
DEBT AND THREAT: THE INFLUENCE OF ECONOMIC CONDITIONS ON ATTITUDES TOWARD DIVERSITY POLICIES**

*Jennifer L. Knight, Colin Bower, Eden B. King, Michelle R. Hebl; Rice University* – Realistic group conflict theory (LeVine & Campbell, 1972) argues that people support policies that promote their personal and group interests, whereas they resist policies that advance the relative standing of out-group members. As such, diversity policies may elicit threat among some employees regarding their group's status, especially during periods when economic resources are scarce. To test this notion, 60 working adults read a fictitious newspaper article that manipulated participants' perceptions about the economy (i.e., the economic situation would improve, remain the same, or become worse) and then answered questions about whether their organization should implement diversity management programs (i.e., affirmative action, diversity training) given the current economic situation. As expected, perceptions of economic conditions influenced participants' subsequent acceptance of or resistance to organizational diversity policies and interacted with Social Dominance Orientation (SDO; Pratto et al., 1994), a measure of an individual's desire to maintain social and economic hierarchies. Specifically, when the economic outlook was poor, individuals both high and low in SDO were reluctant to indicate support for diversity programs, supporting realistic group conflict theory. However, when the economic outlook was positive, individuals high in SDO were significantly less likely to indicate support for diversity programs than were participants low in SDO, thus indicating the former group's desire to maintain economic hegemony even in the absence of economic threat. Theoretical and practical implica-

tions focusing on helping organizations to recognize, understand, and ultimately reduce discrimination in organizations, especially during times of economic difficulty, are discussed.

**A32  
GENERAL AND RELATIONSHIP-SPECIFIC ATTACHMENT STYLES: THEIR INFLUENCE ON AUTOMATICALLY ELICITED BEHAVIOURAL RESPONSES TO ATTACHMENT-RELEVANT STIMULI**

*Angela Rowe; University of Bristol, UK* – The present study examined the possibility that alongside cognitive and emotional information, general and relationship-specific attachment style schemas might also contain automatic behavioural pre-dispositions to approach or avoid stimuli. Participants responded to congruent trials by pulling a lever towards the self in response to positive attachment words and away from the self in response to negative attachment words, and to non-congruent trials by doing the opposite. As predicted, relationship-specific attachment styles were found to influence the speed with which participants responded to congruent and noncongruent trials. Primed secure were fastest in the congruent than in the noncongruent trials, as well as faster in the congruent trials than the other two primed style groups. Furthermore, and also as predicted, primed avoidants were faster in the noncongruent than in the congruent trials. No general attachment style effects were observed. These findings were interpreted in the light on recent social cognitive conceptualizations of attachment processes.

**A33  
DEFENSIVE SELF-ESTEEM AND ZEAL: EXPLICIT AND IMPLICIT SELF-ESTEEM JOINTLY MODERATE THE RELATION BETWEEN UNCERTAINTY-THREAT AND COMPENSATORY CONVICTION**

*Denise C. Marigold<sup>1</sup>, Ian McGregor<sup>2</sup>; <sup>1</sup>University of Waterloo, Waterloo, <sup>2</sup>York University, Toronto, Ontario* – One way individuals cope with troubling uncertainties is by exaggerating conviction about unrelated topics (McGregor, Zanna, Holmes, & Spencer, 2001). The present experiment investigated whether explicitly and implicitly measured self-esteem (SE) would jointly moderate this compensatory conviction effect. Those with defensive, high SE (high explicit/ low implicit; Jordan, Spencer, & Zanna, 2003) were expected to be most reactive. Eighty-three undergraduates were randomly assigned to either write about uncertainties associated with a personal relationship (uncertainty-threat) or a friend's relationship (control). As expected, individuals with defensive, high SE reacted to the threat with the most compensatory conviction about social issues. Individuals with high explicit SE also rated threat-related thoughts and feelings as being particularly low in subjective salience. These results are consistent with other research indicating that defensive conviction helps high SE individuals cope with self-threats by temporarily diverting their attention from them (McGregor & Marigold, 2003). Discussion focuses on the relation between the present results and the companion finding from past research, that defensive SE also moderates the relation between uncertainty-threat and compensatory false-consensus (Duggan & McGregor, 2002).

**A34  
DISSONANT DEATH AND DEFENSIVE ZEAL: THE RELATION BETWEEN MORTALITY-SALIENCE AND COMPENSATORY CONVICTION IS MODERATED BY PREFERENCE FOR CONSISTENCY**

*Ian McGregor, Mahadai Thakurdeen; York University, Toronto* – Past research has found that self-threats related to uncertainty, failure, and attachment-separation can cause compensatory conviction about unrelated topics, and that conviction helps mask awareness of self-threats (McGregor, Zanna, Holmes, & Spencer, 2001; McGregor & Marigold, 2003). The present experiment, with 58 undergraduate participants, investigated whether a mortality-salience threat would cause compensatory conviction. Further, based on the view that mortality salience is, at least in part, an epistemic threat that arouses cognitive inconsistency and uncertainty, trait Preference for Consistency (PFC) was investigated as a moderator of the expected relation between mortality-salience and com-

compensatory conviction. (PFC was developed by Cialdini, Trost, & Newsum, 1995, as a specific moderator of defensive reactions to cognitive dissonance). Results show that mortality-salience caused compensatory conviction about personal opinions for capital punishment and abortion, and that this effect was moderated by PFC. A strong main-effect relation between PFC and conviction also emerged. Discussion focuses on relative contributions of personality and situational factors to defensive conviction and on the relation between Terror Management Theory (Greenberg, Solomon, & Pyszczynski, 1997) and other theories of self-threat and defensiveness.

### A35

**WHEN VYING IS LYING: UNMASKING DECEPTION THROUGH RESPONSE INCOMPATIBILITY** *Aiden Gregg; University of Southampton, UK* – A powerful new methodology, based on implicit measures of automatic association, is described that enables honesty to be distinguished from dishonesty. On the Lie Identifier via Antagonistic Responding (LIAR), respondents classify multiple statements into the categories true or false. These statements are of two types: relevant, pertaining to the issue under investigation, and irrelevant, pertaining to rudimentary facts about the world. In the critical block of the LIAR, honest respondents tell the truth about both relevant and irrelevant statements, but dishonest respondents lie about the former and tell the truth about the latter. As a consequence, honest respondents are able to adopt an easier compatible strategy for categorizing statements whereas dishonest respondents are obliged to adopt a more difficult incompatible strategy. The upshot is that, if high levels of accuracy are maintained, as the LIAR stipulates, then dishonest respondents have no choice but to categorize statements more slowly than honest respondents. Thus, observed differences in speed during the critical block of the LIAR provide an objective index for distinguishing liars from truth-tellers. Three empirical studies are described in which the LIAR achieves upwards of 90% accuracy in distinguishing honest from dishonest responding. Future studies, critical to assessing the accuracy of the LIAR in applied settings and the vulnerability of the LIAR to possible confounds, are outlined. Finally, the potential of the LIAR for use in survey research (to assess the frankness with which sensitive questions are answered) and in criminal investigation (to assess the probable innocence of suspects) is highlighted.

### A36

**ATTACHMENT DIMENSIONS AND SEXUAL MOTIVES** *Dory Schachner, Phillip Shaver; University of California, Davis* – Little research has examined the relation between the attachment behavioral system and the sexual behavioral system, although these two systems, along with the caregiving behavioral system, are theorized to constitute romantic love (Fraleigh & Shaver, 2000; Hazan & Shaver, 1987). College students (N = 400) completed measures of two dimensions of attachment style, Anxiety and Avoidance, and motives for having sex. Anxiety was predicted to be associated with having sex to reduce insecurity and foster intense intimacy. Avoidance was predicted to correlate inversely with having sex to foster intimacy and positively with nonromantic goals, such as increasing one's status and prestige among peers. The results supported both sets of predictions. Attachment-anxious people reported having sex to reduce insecurity and establish intense closeness; avoidant people reported having sex to impress their peer group, especially if they were having casual, uncommitted sex. Theoretical and practical implications of the findings are discussed.

### A37

**MULTI-DIMENSIONAL ROMANTIC LOVE** *Bryan D. Bonner<sup>1</sup>, Renae Franiuk<sup>2</sup>, Maria Logli<sup>3</sup>; <sup>1</sup>University of Utah, <sup>2</sup>University of Wisconsin, Stevens Point, <sup>3</sup>University of California, Berkeley* – This research focuses on determining the cognitive dimensions underlying conceptualizations of romantic love with a secondary purpose of providing integration between the triangular model of love (Sternberg, 1986) and the theory of

love as a story (Sternberg, 1996). In Study 1, multi-dimensional scaling (ALSCAL) was used to array 15 love stories (e.g., soulmate story, fantasy story, and egalitarian story) in geometrical space. Participants (N = 560) judged the dissimilarity of all pair-wise comparisons of the stories. Redundant reliability check items indicated high levels of within-participant consistency in terms of their dissimilarity judgments. One aggregate three-dimensional solution was obtained based on the criteria of model stress, parsimony, and interpretability that fit both male and female participants. In Study 2, 136 participants rated the 15 love stories in terms of intimacy, passion, commitment, and ideality. Four corresponding property vectors were projected into the three-dimensional solution space obtained in Study 1. The three dimensions were interpreted as approximately mapping to intimacy/ideality, passion, and commitment. These studies provide empirical support for the triangular love model and an integration of the love stories theory into this existing framework.

### A38

**A COHORT-SEQUENTIAL STUDY OF SELF-ESTEEM DEVELOPMENT FROM AGE 25 TO 96** *Kali H. Trzesniewski, Richard W. Robins; University of California, Davis* – Although self-esteem is one of the most widely studied variables in the behavioral sciences, there are surprising gaps in our understanding of the way it develops across the life span. To address these gaps in the literature, the present study used data from a national 3-wave panel study in which individuals aged 25 to 96 were followed longitudinally for eight years (N = 3,467). The present study addressed three questions about self-esteem during adulthood and old age. First, how stable are individual differences in self-esteem? Self-esteem showed substantial continuity over time; the average test-retest correlation was .43 and the average disattenuated test-retest correlation was .73. The level of stability did not vary by gender, ethnicity, or socioeconomic status. Self-esteem stability decreased during old age; this trend could not be explained by age differences in scale reliability. Second, are there normative age differences in self-esteem? A curvilinear trend was found, such that self-esteem increased from early to middle adulthood and then decreased into old age. This trend held across gender, ethnicity, and socioeconomic status. Third, are relationship experiences linked to self-esteem? Self-esteem and relationship experiences were reciprocally related, such that positive relationship experiences promoted higher self-esteem and higher self-esteem led to more positive relationship experiences. Together, the results provide new knowledge about when in the life span normative change in self-esteem occurs, the conditions under which self-esteem changes, and the factors that promote healthy self-esteem development.

### A39

**THE RISE AND FALL OF SELF-ENHANCEMENT: PSYCHOLOGICAL CONSEQUENCES OF ENHANCING AND IMPROVING FEEDBACK** *Michelle Luke, Anna Cobb, Constantine Sedikides; University of Southampton, UK* – Feedback is a common occurrence in daily life. For example, students, athletes, and employees receive frequent feedback from their tutors, coaches, and supervisors, respectively. Feedback can vary on the dimension of valence (i.e., negative-positive). The effects of negative and positive feedback on participants' self-esteem and mood are well understood (Baumeister, 1998). No research, however, has addressed systematically another critical dimension of feedback: improvement (Sedikides & Strube, 1997). Also, very little research has examined the psychological consequences of repeated (as opposed to single-instance) feedback. Two studies addressed these issues by examining the psychological consequences (cognitive reactions) of feedback that is repeatedly provided and is either uniformly positive (enhancing feedback) or follows an upward trajectory (improving feedback). In both studies, participants completed a variety of psychometric tests and received (fictitious) feedback regarding their performance. In Experiment 1, participants rated the feedback they received on dimensions of satisfaction and usefulness at the end of the performance

sequence, whereas, in Experiment 2, participants rated the feedback each time they received information about their performance. In both experiments, participants rated enhancing feedback more positively than improving feedback. However, over time, participants perceived improving feedback as more favorable than enhancing feedback. These findings suggest that people prefer enhancing feedback when they are motivated to achieve an immediate goal, but they prefer improving feedback when they are motivated to achieve a set goal in the future.

**A40  
THE CONSEQUENCES OF RACIAL SLURS AND  
CONDEMNATIONS OF THEM: HOW TO PREVENT SPREADING  
THE SOCIAL DISEASE OF RACISM**

*Chris Wetzel, Shelley Fulghum, Kathryn Strother, Olivia Inscore; Rhodes College* – We explored reactions to hearing a racial slur (the DEL effect) and to condemnations of the slur. Sixty Caucasian college students evaluated an essay, ostensibly written by an African American male applying for a minority scholarship. While they were reading the essay, a male research accomplice either voiced a racial slur ("This nigger just can't write") or a non-racial remark ("This guy just can't write"). A second, female research accomplice either condemned the comments ("I can't believe you just said that. That makes me sick.") or remained silent. Male participants' ratings of the essay were lowered (contaminated) by the racial slur unless it was confronted by the second accomplice. Male participants' essay ratings were also reduced when the second accomplice challenged a non-racial remark as being racist. Female participants showed a sympathy effect, providing more positive essay evaluations when they heard the slur, a challenge, or both. After evaluating the essay, participants provided first impression ratings of their fellow participants, allegedly for a separate experiment. Both female and male participants rated the female condemner as extremely likable when she confronted the racial comment, whereas her likeability decreased for males when she condemned a non-racial comment. The male accomplice was given much lower ratings when he uttered the slur than when he did not, but he also received lower ratings when he was confronted about his remarks, even when he uttered a negative a negative, non-slur comment.

**A41  
SYMBOLIC RACISM AND SOCIAL DOMINANCE ORIENTATION  
AS PREDICTORS OF CRIME POLICY ATTITUDES**

*Eva G. T. Green; UCLA* – By comparing the effects of Symbolic Racism (SR) and Social Dominance Orientation (SDO) on crime policy attitudes, this study addresses the specific processes involved in construction of opinions towards punitive and preventive crime remedies. SR measures the extent to which African Americans are seen to violate traditional American values. Because punishments have a symbolic function destined to sanction value violation, and because African Americans have become symbolic icons of value violation, we expected SR to be a better predictor than SDO for punitive crime policies (e.g., death penalty, "three-strikes" policy). On the other hand, preventive crime policies (e.g., reduction of poverty) should be more related to low levels of SDO than to low SR, because these measures address hierarchy and inequality between groups. These predictions were confirmed with a multi-ethnic sample from three waves of the Los Angeles County Social Survey (N = 1888). More detailed results showed the impact of sub-components of SR (internal and external) and Social Dominance (group-based dominance and anti-equalitarianism) on attitudes towards crime policies: internal symbolic racism, in particular, predicted punitiveness, and anti-equalitarianism predicted opposition to preventive crime remedies. Furthermore, African Americans and Hispanics adhered more than Whites to preventive crime remedies, whereas Whites and Asian Americans were more likely to support punitive crime remedies. It is concluded that lay reasoning behind the support for different crime policies varies as a function of political and racial attitudes, as well as according to ethnic group membership.

**A42  
EXAGGERATING EMOTIONAL EXPRESSION: PHYSIOLOGICAL  
AND COGNITIVE EFFECTS**

*Brandon Schmeichel<sup>1</sup>, Heath Demaree<sup>2</sup>, Jennifer Robinson<sup>2</sup>; <sup>1</sup>Florida State University, <sup>2</sup>Case Western Reserve University* – The exaggeration of emotion has been an understudied form of emotion regulation. We explored the physiological correlates and cognitive consequences of exaggerating positive and negative affect. Participants viewed either a disgust- or amusement-eliciting film clip and were instructed either to react naturally or to exaggerate their emotional response. Participants who exaggerated their emotions showed increased heart rate and increased sympathovagal reactivity compared to participants who were not instructed to exaggerate their emotions. Exaggerators showed more intense emotional expression on their faces but reported a similar subjective experience as non-exaggerators, suggesting that emotional expression, but not emotional experience, was amenable to exaggeration. Emotion exaggeration also led to poorer performance on subsequent tests of verbal and figural fluency (left- and right-frontal tasks, respectively). The adverse effect of emotion exaggeration on subsequent cognition was most evident following the exaggeration of negative affect. Poorer cognitive performance after emotion exaggeration was consistent with the limited resource model of self-regulation (Muraven & Baumeister, 2000). Active emotion exaggeration depleted limited self-regulatory resources that were also necessary for the cognitive tasks. Finally, the observed cognitive deficits were not mediated by the physiological changes associated with emotion exaggeration.

**A43  
DESCRIBE YOUR CULTURE: CULTURAL REPRESENTATIONS IN  
BICULTURAL AND MONOCULTURAL INDIVIDUALS**

*Veronica Benet-Martinez<sup>1</sup>, Fiona Lee<sup>2</sup>; <sup>1</sup>University of California, Riverside, <sup>2</sup>University of Michigan* – This work examines the complexity of cultural representations in monocultural and bicultural individuals. Study 1 found that Chinese-American biculturals' free descriptions of American and Chinese cultures were higher in density and abstractness (two components of our cognitive complexity measure) than Anglo-American monoculturals' descriptions, but the same effect was not found with descriptions of culturally-neutral entities (landscapes). Using the same procedures, Study 2 compared the cultural representations of biculturals with high vs. low levels of Bicultural Identity Integration (BII; Benet-Martínez, Leu, Lee, & Morris, 2002). We found that the cultural descriptions of low BIIs (biculturals with conflicted cultural identities) were more cognitively complex (i.e., higher in density, abstractness, and differentiation/integration) than those of high BIIs (biculturals with compatible cultural identities). Again, the same effect was not found with descriptions of landscapes. These studies shed light on the socio-cognitive processes underlying cultural frame-switching (Hong, Morris, Chiu, & Benet-Martínez, 2000) and variations in BII.

**A44  
MODERATION OF FORM VS. DEGREE: A NEGLECTED  
DISTINCTION IN SOCIAL PSYCHOLOGY**

*Kristopher Preacher<sup>1</sup>, Derek Rucker<sup>2</sup>; <sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>Ohio State University* – In social psychological research, it is often of interest to investigate the causal effect of an independent variable (X) on a dependent variable (Y). However, some effects may be moderated by a third variable (Z). There are two primary ways to conceptualize moderation effects. The first, termed "moderation of form," is assessed by means of moderated multiple regression (MMR), in which X and Z have a multiplicative effect on Y. "Moderation of degree," on the other hand, occurs when the proportion of variance in Y explained by X (strength of association as assessed via correlation coefficients) depends on the value of Z. When it is explicitly considered, moderation of degree is usually investigated using MMR, an approach better suited for investigating moderation of form. Similarly, moderation of form is sometimes investigated using methods better suited for examination of moderation of degree.

Our goals are to (1) highlight the conceptual distinctions between moderation of form and of degree, (2) illustrate why this distinction is important empirically in social psychology and why ignoring it can be a serious mistake, and (3) suggest practical methods for investigating each type of moderation. A Monte Carlo study was undertaken to illustrate that moderation of form can easily exist in the absence of moderation of degree (and vice versa), leading to the conclusion that methodology appropriate for investigating one class of moderation effects should not be used to investigate the other class.

#### A45

**POLITICAL VIEWS AND VALUES AND DISPOSITIONAL ELEMENTS OF THE SELF:** *Jeffrey Haig; Grinnell College* – 404 undergraduates answered questions about political views and values, and reported on their disposition (personality and trait affectivity). Respondents rated various political values, such as human rights, maintaining US superiority, social justice, security within the US, etc. They also rated themselves on several issues such as conservative-liberal and level of patriotism. In addition, they reported whether their parents had been involved in politics or social action. In general, Openness was the only personality variable to consistently correlate with political beliefs and values. Those high on Openness valued social justice and peace, and reducing government intrusions, while those low on Openness valued more the health of the economy, and national security. Additionally those who described themselves as less traditional had higher Openness scores, and those whose parents were politically or socially active reported higher Openness scores. Extraversion correlated positively with parent's political and social involvement as well. Agreeableness was higher for those who did not place a high value on reducing government intrusions. Trait affectivity had a more varied relationship with political beliefs and values. Those who were high on Fearfulness gave more value to US superiority in the world, and less to social justice. Those who were more conservative reported both higher Attentiveness and higher Guilt, both facets of trait affectivity. Finally, those who reported high Self-Assurance valued human rights less. These correlations tended to be weaker than personality correlations. These findings suggest that dispositional elements play a modest, but important role in one's political beliefs and attitudes.

#### A46

**STIMULUS ITEMS INFLUENCE THE IAT BY DRIVING RE-DEFINITION OF THE CATEGORY LABELS** *Cassandra Govan, Kipling Williams; Macquarie University* – The Implicit Association Test (IAT; Greenwald, McGhee, & Schwartz, 1998) is a computer based categorization task that measures association strengths between target concepts and attribute concepts. Greenwald et al. (1998) found that participants were faster at the categorization task when pleasant and flower shared a response key than when pleasant and insect shared a response key, and when pleasant and White shared a response key than when pleasant and Black shared a response key. In Study 1 we reversed the typical IAT effect for flowers and insects, and eliminated the typical IAT effect for White and Black, by changing the affective valence of the stimulus items. In Study 2 we replicated the reversibility effect for an animal and plant IAT, and supported a category re-definition hypothesis, through the use of a new task we named the "category IAT." The category IAT uses the same labels as a standard IAT (e.g., plant, animal), but the only stimulus items for these categories are the category names themselves (e.g., plant for the category plant; animal for the category animal). In Study 3 we replicated the utility of the category IAT in a Black/White IAT, again supporting a category re-definition hypothesis. Our results suggest that stimulus items influence the IAT by driving re-definition of the category labels. This research has implications for understanding how the IAT works, and how it should be constructed. It also introduces the category IAT as an alternative method when only the higher-order concept is of interest.

#### A47

**EXPERIENCE AND EXPRESSION OF EMOTION IN CLOSE RELATIONSHIPS: THE ROLE OF RELATIONAL INTERDEPENDENCE ON EMOTIONAL AUTHENTICITY IN DAILY INTERACTIONS** *Melissa Acevedo, Jean-Philippe Laurenceau; University of Miami* – The expression of experienced emotions in close relationships often serves the function of helping a relationship partner know one's needs, beliefs, and intentions. Despite this important function of emotional expression, research on the factors that influence the degree to which emotional expression in close relationships matches emotional experience, what we call emotional authenticity, has received little attention. The present experience sampling study consisted of 109 romantic couples and focused on the role of relational interdependence—the degree to which close relationships are part of one's self-concept—on emotional authenticity across daily relationship interactions. Relational interdependence predicted the degree to which daily interactions with a romantic partner were important to the view of the self. Moreover, self and partner relational interdependence moderated the concordance between experience and expression for a range of both positive and negative emotions. The implications of the present findings for close relationship functioning and maintenance are discussed.

#### A48

**PERCEPTIONS OF SELF AND OTHER IN THE PRISONER'S DILEMMA GAME** *Joachim Krueger<sup>1</sup>, Melissa Acevedo<sup>2</sup>; <sup>1</sup>Brown University, <sup>2</sup>University of Miami* – In prisoner's dilemma (PD) games, self-interest clashes with collective interest. The way players resolve this conflict affects how others view them. Cooperators are seen as more moral, but not as less competent, than defectors. Players are viewed as less competent only if their opponents defected against them, a behavior they can neither control nor foresee (Studies 1 and 2). Similarly, cooperators see themselves as more moral, but not as less competent, than defectors do (Study 3). The link between behavior and self-perception is weaker, however, than the effect of behavior on the perception of others. Self-perception and other-perception interact in that players' who project their own attitudes to others are more willing to cooperate with them.

#### A49

**DOWN AND OUT: NEGATIVE AFFECT AND VERTICAL SELECTIVE ATTENTION** *Brian Meier, Michael Robinson; North Dakota State University* – Research has shown that affective representation is grounded in sensorimotor experience (e.g., Meier & Robinson, in press). For example, at least in terms of metaphor, positive (versus negative) affect is associated with white (versus black), a high (versus low) vertical position, and moving forwards (rather than moving backwards). In two studies involving unselected undergraduate participants ( $N_s = 24$  & 28), we sought to examine whether metaphor might be useful in understanding negative affect, particularly as manifested in neuroticism and depression. We found that participants high in neuroticism (Studies 1 & 2) and depression (Study 2) were faster in a selective attention task when a discrimination probe was placed on the bottom (versus the top) of a computer screen. The opposite selective effect occurred for those low in neuroticism or depression. These results suggest that negative affect in general, and depression in particular, is associated with selective attention favoring lower areas of visual space. On the basis of these results, it does seem that "feeling down" means "seeing down". In addition, these results encourage the view that assessing vertical selective attention might have some useful assessment applications and altering vertical selective attention could be useful in potentially alleviating depressive symptoms. Although such a proposal is preliminary, it is consistent with some recent theoretical attempts to explore bodily and attention-related treatments for depression.

A50

**PARTNER-ESTEEM: ROMANTIC PARTNERS' BIASED PERCEPTIONS OF EACH OTHER'S FACULTIES AND FLAWS**

*Wind Goodfriend; Purdue University, West Lafayette, IN* – The need of individuals to think well of themselves leads to a wide variety of self-esteem biases (cf., Baumeister, 1998). One example is the tendency to perceive one's good traits as unusual or special, while one's faults or character flaws are common (Marks, 1984). A separate line of research has established that romantic partners tend to include each other in their own sense of self (Agnew et al., 1998; Aron & Aron, 1997). The current work combines these two research areas and introduces the new concept of partner-esteem bias, or the application of self-serving biases to one's romantic partner as one means of maintaining a positive view of that partner. 73 undergraduates in romantic relationships generated the "5 worst things" and "5 best things" about their partner. Participants then examined each of the listed qualities and rated them for how common/rare they are on a 9-point scale (1 = "extremely common;" 5 = "found in about 50% of people;" and 9 = "extremely rare"), resulting in a repeated-measures ANOVA with trait type (best/worst) as the within-subjects variable. Participants perceived their partners' positive qualities as significantly more rare ( $M = 5.30$ ,  $SD = 1.79$ ) than their negative qualities ( $M = 4.08$ ,  $SD = 1.06$ ),  $F(1,72) = 54.25$ ,  $p < 0.001$ . This study provides evidence for one example of partner-esteem bias. Implications for both self and relational theories will be discussed, as well as other studies that are part of the author's general research program involving the concept of partner-esteem.

A51

**THE MODERATING EFFECT OF TRIGGER INTENSITY ON TRIGGERED DISPLACED AGGRESSION**

*Thomas F. Denson<sup>1</sup>, Eduardo A. Vasquez<sup>1</sup>, William C. Pedersen Jr.<sup>2</sup>, Doug Stenstrom<sup>1</sup>, Norman Miller<sup>1</sup>*; <sup>1</sup>University of Southern California, <sup>2</sup>California State University, Long Beach – Tit-for-tat matching rules describe much aggressive behavior. However, many instances of aggression result in excessive retaliation to a seemingly trivial triggering event. The triggered displaced aggression paradigm (Miller et al., 2003) provides an experimental vehicle for exploring such occurrences. Participants were either provoked or not and were subsequently exposed to a neutral, mild, or strong triggering event from a second bogus participant. According to triggered displaced aggression theory, previously provoked participants should display excessive aggressive behavior in response to a mild triggering event because: (a) provocation primes aggression related cognition, affect, and arousal, and (b) mild triggering events are by nature somewhat ambiguous and are thus subject to attributional distortion. As predicted, disjunctively escalated aggressive behavior occurred only among previously provoked participants in response to a mild triggering event, but not a strong or neutral trigger. Thus, the highest levels of aggression were observed among previously provoked participants who were exposed to the mild trigger. In the absence of provocation, the mild triggering event elicited very low levels of aggression, while the strong trigger elicited moderate levels of aggression independent of provocation. Negative affect resulting from the triggering event mediated aggression. Partial support for the attributional distortion hypothesis was also obtained. Implications for instances of real world aggression such as domestic violence and road rage are discussed.

A52

**PLAYING VIOLENT VIDEO GAMES IN IMMERSIVE VIRTUAL ENVIRONMENTS**

*Susan Persky, Jim Blascovich; University of California, Santa Barbara* – As violent video games become increasingly technologically sophisticated, they depict violence more graphically and realistically, and hold the potential to result in intensified player aggression. We postulate that immersive virtual environment technology (IVET) will change the experience of video game play such that players using the technology will experience more aggression than players using more tra-

ditional platforms. We further hypothesize that players' subjective experience of presence in the game will mediate this relationship. We tested these hypotheses experimentally by randomly assigning participants to play an experimenter-created violent video game using either a desktop computer or an IVET platform. Results were consistent with the hypothesis that game play using IVET would lead to increased aggression for both behavioral and self-reported dependent measures, though this relationship was mediated by experiences of presence only for self-reported dependent measures. Findings suggest that in addition to being concerned with the content of video games, we must also consider the platform on which these games are played to understand their full effect.

A53

**ANTICIPATED INTERACTION ELIMINATES AGGRESSION AFTER SOCIAL REJECTION**

*Jean Twenge; San Diego State University* – Previous research has found that social rejection leads to heightened aggression in a noise-blast game (Twenge, Baumeister, Tice, & Stucke, 2001). However, the participants in those experiments did not expect to meet their game partners afterward, and thus they may not have felt motivated to act prosocially. Belongingness theory (Baumeister & Leary, 1995) suggests that rejected people should actively seek to improve their social connections. If rejected participants expect to interact with their game partners later, they may not act aggressively toward them. This experiment used a 2 (rejection or acceptance) X 2 (anticipated interaction or no anticipated interaction) design. The results showed a significant interaction,  $F(1, 47) = 11.95$ ,  $p < .001$ , with no main effects. Among those who did not expect to meet their game partners, rejected participants ( $M = .97$ ) were more aggressive than accepted participants ( $M = -.87$ ), replicating previous research. When participants anticipated further interaction with their game partners, however, rejected participants ( $M = -.69$ ) were less aggressive than accepted participants ( $M = .67$ ). Thus rejected participants were not aggressive toward a game partner they expected to meet in the future. This suggests that rejected people are motivated to act prosocially toward someone who might accept them later. Accepted people, on the other hand, may have no motivation to seek additional social acceptance from new people.

A54

**ATTITUDINAL AND BEHAVIORAL CONSEQUENCES OF CHARISMA AND THINKING ABOUT YOUR OWN DEATH**

*Ernestine Gordijn, Diederik Stapel; University of Groningen* – Under what circumstances will people with charismatic qualities be most persuasive? According to Ehrhart and Klein (2001), charisma resides in the relationship between a leader who has charismatic qualities and those of his followers who are open to charisma, within a charisma-conductive environment. We argue that situations in which people are focused on their mortality, or on other terror related events, are such charisma-conductive environments. In that case people are open to charismatic leaders, as such leaders increase the salience of a collective identity and provide a clear vision and vision implementation. We carried out three studies, in which we examined what makes a leader charismatic, and what makes a charismatic leader influential. We first showed that someone is perceived to be more charismatic when he is both attractive and provides a clear vision and vision implementation, rather than when he is only attractive or only providing vision and vision implementation. We then showed in two studies that students are most likely to become members of a student organization and are most likely to be persuaded about controversial ideas of this organization, when this organization has a charismatic leader (who is attractive and provides vision and vision implementation), and participants have been thinking about terror related events such as 9/11 or their own death.

**A55**

**SOCIAL IDENTITY IN DAILY SOCIAL INTERACTION** C. Veronica Smith<sup>1</sup>, John B. Nezlek<sup>2</sup>; <sup>1</sup>University of Houston, <sup>2</sup>College of William & Mary – According to Social Identity Theory (Tajfel, 1978), people develop social identities, or parts of their self-concepts that are determined by their membership in particular groups. People, in an effort to maintain a positive social identity, enhance themselves by comparing their in-groups to out-groups. Despite the theoretical centrality of social identity to understanding social interaction, there has been very little research on social identity as it unfolds in naturally occurring social interaction. The present study was designed to complement existing research by examining the roles played by social identity in naturally occurring social interaction. In a study of social identity in everyday social interaction, 133 undergraduates described their social interactions for two weeks using a variant of the Rochester Interaction Record. Some participants were members of campus social organizations and some were not, and descriptions of interactions included the social affiliation (identity) of the others who were present. Participants also completed measures of social dominance and self-construal. A series of multilevel random coefficient modeling analyses found that for members of social organizations, on average, the presence of members was not associated with a change in reactions to interactions; however, for members high in social dominance, interactions with members were more positive than interactions with non-members. In contrast, for non-members, the presence of a member was associated with less positive interactions on average; however, there were no such differences for non-members who were high in independent self-construal.

**A56**

**NONCONSCIOUS GOALS CAN MODERATE THE EFFECTS OF EXPECTATIONS** Andrew Geers, Sarah Landry, Paul Weiland, Kristin Kosbab, Theresa Trifitshouser; University of Toledo – Momentary goals have been found to moderate the influence of expectations on judgments, evaluations, and behavior (Geers & Lassiter, in press; Hilton & Darley, 1991; Neuberg, 1996). Specifically, when momentary goals are congruent with an expectation, the effects of the expectation are often enhanced. When a goal is incongruent with an expectation, however, the effects of the expectation are often reduced. In the studies demonstrating these moderating effects, the goals were explicitly given to participants. In the present experiment, we tested the possibility that nonconscious goals (Bargh, 1990) could similarly moderate the effect of expectations on evaluations. Participants completed a sentence scramble test (Chartrand & Bargh, 1996) that either primed them for a goal of cooperation, dependence, independence, or no goal. Next, in an ostensibly unrelated study, some of the participants were given an expectation by an experimenter that a (neutral) piece of music would make them feel very happy and uplifted. The results revealed that, overall, the positive-expectation participants felt somewhat more positive after hearing the music than the no-expectation controls ( $p < .05$ , one-tailed). Importantly, the dependently and cooperatively primed participants showed an enhanced expectation effect compared to the no-goal participants ( $p < .05$ , two-tailed). Finally, the independently primed participants showed a reduced expectation effect as compared to the dependent and cooperative goal prime participants ( $p < .05$ , two-tailed). The results reveal that, similar to conscious goals, unconscious goals can moderate the effect of expectations. These data provide further evidence that conscious and nonconscious goals can yield comparable effects (Bargh & Gollwitzer, 2001).

**A57**

**FRIENDS, LOVERS, AND BREAKUPS: THE EFFECTS OF CONTINGENCIES OF SELF-WORTH AND ATTACHMENT STYLES ON RELATIONSHIP OUTCOMES** Lora Park<sup>1</sup>, Jennifer Crocker<sup>1,2</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Institute for Social Research – Previous research has shown that different attachment styles are related to different bases of self-esteem, or contingencies of self-worth (Park,

Crocker, & Mickelson, 2003). Research on attachment styles suggests that children's experiences with caregivers prepare a relational template for adult interactions. Similarly, CSW are thought to emerge from early interactions that also influence later relationships. The goal of the present study was to examine the effects of both CSW and attachment styles on relationship outcomes. 403 students at the University of Michigan completed questionnaires assessing demographics, CSW, attachment style, self-esteem level, and relationship outcomes. Results of multiple regression analyses showed that attachment styles and CSW independently influence relationship outcomes. For number of close friends, secure attachment predicted having more friends ( $\beta = .20$ ,  $p < .01$ ); preoccupied attachment predicted fewer friends ( $\beta = -.10$ ,  $p < .05$ ). Basing self-worth on competition ( $\beta = .17$ ,  $p < .02$ ) predicted having more friends; basing self-worth on academic competence ( $\beta = -.20$ ,  $p < .01$ ) or virtue ( $\beta = -.16$ ,  $p < .01$ ) predicted fewer friends. For number of romantic partners, secure attachment predicted having more partners ( $\beta = .13$ ,  $p < .04$ ); basing self-worth on virtue predicted fewer romantic partners ( $\beta = -.17$ ,  $p < .01$ ). Finally, for number of breakups, basing self-worth on family support predicted fewer breakups ( $\beta = -.17$ ,  $p < .01$ ), controlling for number of romantic partners. Taken together, these findings suggest that CSW may play an important role in affecting relationship outcomes, independent of attachment styles.

**A58****THE MOMMY DEAREST EFFECT: ROLE TRADITIONALITY MODERATES IMPLICIT ATTITUDES TOWARD WOMEN** Natalie

Dove Smok, Stephanie A. Goodwin; Purdue University – All else being equal, people like women more than men. The “women are wonderful effect” has been demonstrated for both explicit and implicit global attitudes. Studies of female subtypes (e.g., mother, businesswoman), however, suggest that gender stereotypes vary as a function of subtypes (Coats & Smith, 1999). Social role theory (Eagly, 1987) would predict attitudes toward men and women to vary also as a function of gender subtypes (Kite & Branscombe, 1998). Our research examined implicit attitudes toward men and women occupying traditional versus non-traditional roles. We hypothesized perceivers would prefer men and women occupying traditional roles. Ninety-eight participants completed implicit measures assessing attitudes toward traditional (mom, businessman) and nontraditional (dad, businesswoman) gender subtypes. In each task, participants sorted photos of men and women into roles while also sorting positive versus negative words. Results suggest that women are evaluated more positively than men regardless of role traditionality. Moms were evaluated more positively than dads ( $F(1,97)=25.5$ ,  $p < .001$ ), and businesswomen were evaluated more positively than businessmen ( $F(1,97)=3.72$ ,  $p = .057$ ). In support of our hypotheses, women in non-traditional roles were penalized relative to women in traditional roles; implicit attitudes toward moms were more positive than attitudes toward businesswomen ( $F(1,97)=3.36$ ,  $p = .07$ ). However, men in non-traditional roles did not suffer the same penalty; there was no evidence of a preference for either male role when compared directly. These results suggest a caveat to the general preference for women. Women appear to be “most wonderful” when occupying traditional, rather than non-traditional roles.

**A59****META-STEREOTYPES IN THE CONTEXT OF GENDER** Frances E.

Frey, Linda R. Tropp, Sue Boyle; Boston College – Research on gender stereotyping has traditionally focused on the stereotypes that men and women hold regarding the other gender. However, there is another aspect of gender stereotyping that has gone largely unexamined: How do men and women think they are stereotyped by the other gender? That is, what meta-stereotypes do men and women hold regarding how they are viewed by the other gender? Across different studies involving racial groups, past research has shown that high status group members hold a common meta-stereotype of how they are viewed by those lower in status (Vorauer, Main, & O'Connell, 1998), and that low status group mem-



bers hold a common meta-stereotype regarding how they are viewed by those higher in status (Sigelman & Tuch, 1997). This study expanded on previous research by examining meta-stereotypes in the gender context, and by examining meta-stereotypes among members of high status (men) and low status (women) groups simultaneously. In addition, this research examined how those meta-stereotypes are related to men's and women's stereotypes of one another and of themselves, which allows for comparisons of the content and accuracy of both groups' meta-stereotypes. Results indicated that men and women hold shared meta-stereotypes regarding how they are viewed by the other gender group, and that their meta-stereotypes are generally accurate. The results also indicated that men's and women's meta-stereotypes largely represent the opposite of their out-group stereotypes, and that men and women view themselves less stereotypically than they think they are viewed by the other gender.

**A60****GOAL-DIRECTEDNESS AND THE OCCURRENCE OF RETRIEVAL-INDUCED FORGETTING FOR POSITIVE AND NEGATIVE SELF- AND OTHER-REFERENT TRAIT ADJECTIVES**

*Alison Attrill, Malcolm MacLeod; University of St Andrews* – Two experiments assessed the effects of retrieval practice on positive and negative self- and other-referent trait adjectives, with and without anticipation of a future interaction. In the first experiment, having had a brief discussion with an unacquainted test partner, individuals carried out retrieval practice on positive and negative trait adjectives chosen to describe either themselves or their test partner. Retrieval-induced forgetting occurred only for positive other-referent information. In order to assess the contribution of goal directedness to the observed lack of retrieval-induced forgetting for all self-referent and negative other-referent adjectives, Experiment 2 had unacquainted pairs of participants perform retrieval practice on self- or other-referent adjectives, having been instructed explicitly that they would or would not be required to engage in a goal-directed future interaction a week after initial testing. All self-referent items remained immune to retrieval-induced forgetting, irrespective of expectations about a future interaction, suggesting that self-referent information is protected against temporary forgetting, possibly in the name of self-image maintenance during a social interaction. Information about a future interaction affected the occurrence of retrieval-induced forgetting for other-referent adjectives, insofar as the significant effects observed for positive and negative information in the absence of expectation of a future interaction disappeared when participants expected a goal-directed future interaction. The resistance of other-referent information to retrieval-induced forgetting appears dependant on ambiguity (Exp 1) about, or definite expectation (Exp 2) of, a future interaction with a person due to the diagnostic value of that information for future interactions.

**A61****LOOKING UP WHEN LOOKING DOWN: GENDER, THREAT, AND SOCIAL COMPARISON.**

*Eden King, Stephanie Kazama, Mikki Hebl, Jennifer Knight, Annie Goodrich; Rice University* – Recent research has begun to investigate the potential inspirational or demoralizing effects of upward social comparison (e.g., Lockwood & Kunda, 1997). In these studies, experiment participants compared themselves (e.g., undergraduate students) to “superstar” individuals who held higher positions (e.g., recent graduates). However, research has not yet addressed the potentially threatening case in which individuals of higher position (e.g., supervisors) compare themselves to “superstars” who hold lower positions (e.g., subordinates). Across three studies, the current research investigates the threatening effects of downward-upward social comparisons as a function of individual and situational differences. In the first study, the results indicated that undergraduate students' evaluations of an extraordinary incoming freshman depended on the participants' self-esteem and the gender match of the participant and target. A second study of working adults' evaluations of male or female job applicants

extended the initial findings to a more diverse sample. Finally, a third study of working women demonstrated that unique situational factors (i.e., gender discrimination in an organization) interact with individual factors (i.e., self-esteem) in creating hostility between women of differential status in the workplace. These findings are considered within a social comparison framework, and are linked to the “Queen Bee Syndrome” (Staines, Tavis, & Jayaratne, 1974).

**A62****WHEN IS DOMINANCE RELATED TO SMILING?**

*Marianne Schmid Mast<sup>1</sup>, Judith A. Hall<sup>2</sup>; <sup>1</sup>University of Zurich, <sup>2</sup>Northeastern University* – Because women smile more than men (Hall, 1984; 1998) it has been proposed that people low in dominance or status are especially likely to display smiles during social interaction (Henley, 1977; Henley & LaFrance, 1984). However, empirical evidence generally fails to support this negative association between smiling and dominance (e.g., Cashdan, 1998; Johnson, 1994; Hall, Horgan, & Carter, 2002; Hecht & LaFrance, 1988). The goal of the present study was to find out whether the dominance-smiling relation is supported under certain conditions. We chose gender and different operationalizations of dominance as the moderators to investigate. Participants interacted twice for 8-min with a peer (33 all-female and 36 all-male dyads). Prior to the interaction they indicated their preference for either a dominant or a subordinate role (dominance preference). Roles were then assigned randomly (dominance assignment). Participants also indicated how dominant they felt during the interaction. Based on the videotaped interactions, we coded smiling and perceived dominance. Results showed that gender and the type of dominance measure affected the relation between dominance and smiling. For women in subordinate positions, those who wanted to be in the subordinate position smiled more than those who wanted to be in a dominant position. For men and for people in assigned dominant positions, there was no such effect. Also, smiling in men was positively related to perceived dominance whereas smiling in women was negatively related to perceived dominance. Our research showed that the negative relation between smiling and dominance holds true only in very specific instances.

**A63****EXECUTIVE SELF, SELF-ESTEEM, AND NEGATIVE AFFECTIVITY: A BEHAVIOR GENETIC ANALYSIS**

*Michelle Neiss, Jim Stevenson, Constantine Sedikides; University of Southampton* – Both the executive self and self-esteem are related to affective experiences: People with stronger executive function and higher self-esteem experience lower levels of negative affectivity. We sought to clarify further the relation between executive self, self-esteem, and negative affectivity. We hypothesized and found that self-esteem mediates the relation between executive self and negative affectivity. We also examined genetic and environmental influences underlying all three phenotypes using data on 529 twin pairs. Covariation between executive self, self-esteem, and negative affectivity reflected primarily common genetic influences, although unique genetic effects explained variability in both executive self and negative affectivity. Shared environmental influences were common to all three characteristics, whereas non-shared environmental influences were primarily unique to each. The unique genetic and non-shared environmental influences support the proposition that the executive self, self-esteem, and negative affectivity capture distinct and important differences between people.

**A64****GENERALIZABILITY OF THE VALENCE-FRAMING EFFECT**

*George Bizer<sup>1</sup>, Richard Petty<sup>2</sup>; <sup>1</sup>Eastern Illinois University, <sup>2</sup>Ohio State University* – Research on the valence-framing effect has shown that negatively framed attitudes are more resistant to persuasive attempts than are positively framed attitudes. Specifically, prior research has demonstrated that leading people to think of their attitudes negatively (e.g., “I oppose abortion restrictions” causes more resistant attitudes than does

leading people to think of their attitudes positively (e.g., “I support abortion rights”). Although the valence-framing effect has been repeatedly replicated, it remains unknown whether the effect is limited to resistance to persuasion or if it generalizes to other strength-related processes. In the current research, participants read about a plan ostensibly being considered for implementation at their university. To manipulate valence framing, some participants were asked whether they supported or opposed “passing” the plan, while others were asked whether they supported or opposed “blocking” the plan. Thus, participants who liked the plan would either indicate that they “supported passing” the plan or “opposed blocking” the plan depending on the framing manipulation, while participants who disliked the plan would either indicate that they “opposed passing” or “supported blocking” the plan. Participants then completed attitude-strength measures and indicated to what extent they would sign a petition and tell their friends about a campus group that shared their views about the plan. Among participants who liked the plan, participants with negatively framed attitudes perceived those attitudes to be stronger and reported higher behavioral intention than did participants with positively framed attitudes. It therefore appears that the valence-framing effect may indeed generalize beyond resistance to persuasion.

#### A65

**ALL THINGS BEING EQUAL, MONEY = POWER** Philip J. Cozzolino, Mark Snyder; *University of Minnesota* – The presumption that money equals power is commonly endorsed, even though it remains largely untested by social scientists. Using French and Raven's bases of power, we examined whether money leads to higher levels of perceived power on a task unrelated to money. Participants were told they would first interact with another student as a precursor to an unrelated “structured negotiation” task in which the more money they brought into the negotiation, the better their chances of winning. Prior to their anticipated interactions, participants received either \$3 or \$50 in play money for use in the negotiation task, and learned their partner received \$3 or \$50. Before starting the first interaction task, participants completed a 30-item inventory assessing the extent to which they expected to display each of French and Raven's bases of power (reward, coercive, legitimate, expert, referent, information; 5-items per power scale) in the first interaction. A 2 (participant: \$3/\$50) X 2 (partner: \$3/\$50) between-subjects MANOVA with the 6 power scales as dependent variables revealed a significant interaction on perceived power. Analyses indicated that, even though the first interaction had not been linked to money, participants paired with a partner with an equal amount of money reported higher levels of coercive, expert, legitimate, and referent power than they did with partners with more or less money. Our results suggest that money equals power only when financial distributions are equal, at least when it comes to tasks unrelated to money. In these cases, it may be that equality empowers.

#### A66

**EGO-CONTROL AND EGO-RESILIENCY: EVALUATING SELF-REPORT SCALES** Tera D. Harding<sup>1</sup>, Jack Block<sup>2</sup>, David C. Funder<sup>1</sup>; <sup>1</sup>*University of California, Riverside*, <sup>2</sup>*University of California, Berkeley* – Ego-control (EC) and ego-resiliency (ER) have been proposed as central personality constructs for understanding motivation, emotion, and behavior (J. Block, 1950; J. H. Block, 1951; J. H. Block & J. Block, 1980; Block, 2002). EC refers to the degree to which people characteristically express motivational impulses and ER refers to the degree to which people modify their level of EC to adapt to the demands of specific circumstances. Previous research has largely assessed these constructs via a time-consuming and complex procedure of prototype matching. The present article introduces brief self-report scales, evaluates their convergence with the traditional method of measurement, and compares them with personality descriptions provided by the self, acquaintances, and clinician-interviewers. Patterns of relationships between scale scores, prototype comparisons, and

Q-item correlates were generally consistent across all data sources and conformed to theoretical expectations. Undercontrolled individuals were consistently described by the self, acquaintances, and clinicians as unable to delay gratification, unpredictable, moody, talkative, interesting, socially skilled, charming, and expressive. Overcontrolled individuals were consistently described as emotionally bland, ethically and internally consistent, and calm and relaxed. Resilient individuals were consistently described as socially skilled, having wide interests, and as not self-defeating or emotionally bland. The EC and ER self-report scales provide an effective and accessible way of investigating the ramifications of these constructs.

#### A67

#### WHY DO PEOPLE DATE NARCISSISTS? A NARRATIVE STUDY

Amy B. Brunell, W. Keith Campbell, Leslie Smith, Elizabeth A. Krusemark; *University of Georgia* – Previous research on narcissists' behavior in romantic relationships reveals an interesting paradox. On the one hand, narcissists are selfish, less committed, game-playing, and more likely to seek out alternatives to their relationships. On the other hand, narcissists are successful at finding romantic partners and tend to have as many or more partners than their non-narcissistic counterparts. If narcissists are terrible dating partners, why are people dating them? We predicted that although narcissists certainly have many negative qualities, they are also likely to possess many qualities (i.e., charm, ambition/status, sexual attractiveness) that will be especially useful for initiating (but not necessarily maintaining) romantic relationships. Participants wrote narratives about their experiences dating a narcissist and a non-narcissist. Specifically, participants described: (a) their reasons for becoming involved with the partner, (b) why the relationship ended, and (c) the best and worst parts of the relationship. Participants then answered several follow-up questions about their relationships. Consistent with hypotheses, narcissists were more likely to be described as charming, ambitious and sexually attractive than were non-narcissists (who were described as “nice”). During the course of the relationship, however, narcissists were more likely to be described as unfaithful, self-centered, deceptive, controlling, and materialistic. Participants reported that their narcissistic partners tended to play games and treat them as trophies. Finally, participants' satisfaction with their narcissistic partners dropped more precipitously during the course of the relationship than satisfaction with their non-narcissistic partners. Narcissists are apparently successful at initiating romantic relationships, but not as successful at maintaining them.

#### A68

#### SELF-DETERMINATION AND SELF-PRESENTATION: GENUINENESS IN SOCIAL INTERACTIONS

Melissa Lewis, Clayton Neighbors; *North Dakota State University* – The current research assessed the relationship between self-determination and the taxonomy of self-presentation tactics. We expected higher-autonomy individuals to utilize less self-presentation tactics except in situations when self-presentation is aimed at supporting others. In contrast, we expected controlled orientation to be positively associated with self-presentation tactics, especially those aimed at procuring positive impressions from others. Lastly, we expected impersonal orientation to be positively associated with self-presentation, especially with tactics that are primarily aimed at reducing others expectations and avoiding negative evaluations. Participants completed measures of self-determination and a battery of self-presentation measures. Multivariate multiple regression findings demonstrate that high-control and high-impersonal individuals use more self-presentation tactics whereas high-autonomy individuals use less self-presentation tactics. Autonomous individuals will not use self-presentation tactics in order to self-enhance or to present a favorable self-image but will use tactics in order to help others. Less use of self-presentation tactics in higher-autonomy individuals result in a more authentic and genuine image of themselves. On the contrary, individuals higher in controlled orientations are more likely to use self-presentation tactics resulting in a

superficial and deceptive image. For individuals higher in controlled orientations, self-presentation tactics are a means to a favorable self-image or opinions despite whether the presented self is genuine. Lastly, higher-impersonal orientation is positively associated with the use of self-presentation tactics. Higher-impersonal individuals are unmotivated in terms of impression management unless it involves reducing expectations and pressure to perform. This research suggests that self-determination is associated with authenticity and genuineness compared to superficiality, artificiality, and deception.

**A69**

**PROTECTING THE SELF FROM DISCRIMINATION** *Robyn Mallett, Janet Swim; Pennsylvania State University* – Targets of social stereotypes chronically face the possibility of discrimination. In order to protect themselves from the negative consequences of such treatment, they not only engage in reactive self-protective responses to discrimination but they also use proactive responses. Unlike most research on coping with discrimination, we focus on the proactive responses by integrating past models of stress and coping to predict the use of precautionary engaging and disengaging coping strategies for anticipated discriminatory and nondiscriminatory stressors. In a daily diary study, African Americans and heavy women reported their appraisals, their motivation to self-protect, and the coping responses they used before and during stressful events. Participants indicated the extent to which stressors were related to discrimination. Activation of self-protective motives explained the relationship between anticipated harm (primary appraisals) and coping for both types of stressors and the relationship between perceived resources (secondary appraisals) and coping for nondiscriminatory hassles. While the model fit both groups equally well, there were mean differences in some variables composing the model. Heavy women perceived fewer resources and greater motivation to protect the self than African Americans for both types of stressors. Additionally, African Americans were more likely than heavy women to disengage from discriminatory stressors. These distinctions may be due to different aspects of social stigma for each group. This research suggests that targets of prejudice should be instructed about the possibility of detecting stressors in advance and provided with examples of how they can proactively cope with situations they are relatively certain will occur.

**A70**

**SADNESS AND SOCIAL JUDGMENTS: NO TASK EFFORT, NO MOOD ENHANCEMENT?** *Carrie Canales<sup>1</sup>, Doug Stenstrom<sup>2</sup>, Norman Miller<sup>2</sup>; <sup>1</sup>Los Angeles City College, <sup>2</sup>University of Southern California* – Three studies examined both mood repair and the effects of a sad mood on social evaluation. Participants were induced into a sad or a neutral mood via either an autobiographical essay (Study 1) or a film clip (Studies 2 and 3). Half of the participants evaluated an applicant for a summer intern position. The other half drew a map of their bedroom. Mood before and after the task was measured. Mood change scores revealed that participants who engaged in the evaluation task and were in a sad mood decreased their sad mood more (Studies 1, 2, and 3) than did saddened participants who engaged in the map drawing task. Counter to predictions, all three studies showed that the sad mood participants who evaluated the applicant made mood incongruent evaluations of the applicant.

**A71**

**GUILT, SATISFACTION, AND INTERGROUP AGGRESSION** *Angela Maitner<sup>1</sup>, Diane Mackie<sup>1</sup>, Eliot Smith<sup>2</sup>; <sup>1</sup>University of California at Santa Barbara, <sup>2</sup>Indiana University* – Few studies have investigated the role emotion plays in exacerbating or alleviating intergroup conflict. We conducted two studies investigating the role that guilt and satisfaction elicited by negative ingroup behavior play in predicting future intergroup action tendencies. After reading about real acts of aggression committed by the United States, American participants reported how those actions made them feel, whether they would prefer the ingroup act in the

same way or a different way in the future, and how justified the ingroup's actions seemed. The role of group identification was also explored. Results from study 1 suggested that viewing negative intergroup behavior as justified was associated with less guilt and more satisfaction, which, in turn, made ingroup members want to act in similar ways in the future. Additionally, highly identified group members were more likely to justify negative intergroup behavior and therefore desire continued intergroup aggression. In study 2, a justification manipulation overcame the effect of identification. Participants in the justified condition reported feeling satisfaction and the desire to repeat aggressive acts, whereas participants in the unjustified condition felt guilt and a desire to avoid future aggressive actions. These studies demonstrate that emotional reactions to hostile ingroup behavior clearly predict ingroup members' support for continued or reduced intergroup aggression.

**A72**

**THE CORRESPONDENCE OF STUDENT-INSTRUCTOR PERSONALITY AS A PREDICTOR OF TEACHING** *Sarah Chan, Lauri Jensen-Campbell; University of Texas at Arlington* – Most of the literature on teaching effectiveness has focused on situational factors or biases that influence student evaluations (Watson et al., 1995). When a professor teaches a class, however, the exchange represents effects due to both the professor and the student (Kenny & LaVoie, 1984). The personality of the instructors and students may be especially important in predicting evaluations of teaching performance. An important empirical question involves whether the personality of professors and students interact to influence teaching evaluations. Specifically, student evaluations may not only be influenced by the student's or professor's personality in isolation, but could also result from the perceived or actual similarity of professor-student personalities. Using the Big Five Inventory, a total of 44 professors completed self-assessments of personality. In addition, 588 students were assessed longitudinally across the semester. Students provided self-reports of personality and assessments of their professor's personality and teaching performance. The z-scored correlation coefficients of self-reported personality between student and instructor were used to predict student evaluations at the end-of-term. Student-instructor "actual similarity" was positively related to student ratings of the professor's communication and overall teaching effectiveness. Kenny (1994) has suggested that persons also engage in an "assumed similarity" process, where individuals project their personality onto their interaction partner. Our "assumed similarity" measure was found to be a consistent predictor on all dimensions of teaching effectiveness. Results will discuss the possibility that ratings of teacher effectiveness may not be easily predicted from either the personality of the professor or student in isolation.

**A73**

**INDIVIDUAL DIFFERENCES IN HABIT PERFORMANCE** *Jeffrey Quinn, Wendy Wood; Duke University* – People's everyday actions are patterned into sequences that are performed at particular times in customary places. Habits, defined as behavioral tendencies to repeat frequently performed actions in stable contexts, allow people to easily and efficiently negotiate recurring aspects of life. The present research investigates individual differences in the extent to which people's daily activities are guided by habits. In previous research, we failed to identify any personality traits consistently associated with habit performance. Thus, this study examined the relationship between habits and demographic variables. For various reasons, we expected that characteristics like age would be associated with habit prevalence (e.g., age-related cognitive deficits). A community sample of 100 participants (aged 17-79) completed hourly diary entries for two days, reporting current activities and thoughts. Habits were assessed from reports of the past frequency of each activity and the stability of the supporting context. Results indicated that habit performance was associated not with age itself, but rather with other age-related variables. Specifically, older participants (up to age 50) tended to work longer hours and to live with greater numbers of people

than did younger participants, and these lifestyle characteristics predicted habit performance. Employment had a stabilizing effect on participants' daily routines and increased habit performance. Living with others decreased habit performance, presumably because others' actions generated variety in daily activities or instability in context. Thus, habit performance in daily life varies across the life span due to the demands of one's lifestyle, not due to aging per se.

**A74**

**PAYING THE WAY: THE TICKET TO GENDER EQUALITY IN SPORTS** *Jenessa Shapiro<sup>1</sup>, Jeanine Skorinko<sup>2</sup>, Jennifer Knight<sup>3</sup>, Eden King<sup>3</sup>, Mikki Hebl<sup>3</sup>, Traci Giuliano<sup>4</sup>*; <sup>1</sup>Arizona State University, <sup>2</sup>University of Virginia, <sup>3</sup>Rice University, <sup>4</sup>Southwestern University – Past research shows that consumers tend to equate higher prices with higher value (Braun & Wickland, 1989). Across three studies, the current research investigates the existence and consequences of a disparity between men's and women's college basketball ticket prices. The first study of 303 NCAA Division I programs demonstrates that the gender of a basketball team is a primary indicator of the price of a ticket, such that women's tickets are significantly less expensive than men's tickets nationwide even after controlling for a number of contextual factors (e.g., win-loss records, size of the schools). Following equity theory, the second and third experimental studies reveal that such a price disparity can result in lower evaluation of women's teams relative to men's teams. These findings indicate a need to consider the costs and benefits of maintaining differences in ticket prices within a context of gender inequity.

**A75**

**WHAT'S IN A NAME? A MULTI-ETHNIC INVESTIGATION OF ACCESS DISCRIMINATION** *Saa'id Mendoza, Eden King, Jennifer Knight, Juan Madera, Mikki Hebl*; Rice University – Recent research demonstrated that job applicants with African-American names on their resumes were less likely to be called for interviews than were applicants with Caucasian names (Bertrand & Mullainathan, 2002). Furthermore, the results indicated that Caucasian, but not African-American, individuals benefited from stronger resumes. The current study builds upon these findings and expands the paradigm to include Asian-American and Hispanic names. An experimental study of 155 Caucasian adults tested the degree to which ethnicity and resume strength are related to overall evaluations of job candidates and perceived suitability for high- and low-status jobs. The results confirm Bertrand & Mullainathan's findings (2002) in showing that African-American individuals are not perceived to be suitable for high-status jobs even when their resumes are strong. Similarly, Hispanic individuals were not able to overcome negative stereotypes, as they were not perceived to be suited for high-status jobs regardless of the strength of their resumes. The results further demonstrate that Asian-American individuals with resumes of varying strength are rated highly and are perceived to be suitable for high-status jobs. Overall, the results of the current study show that implied race of job applicants is enough to prime racial stereotypes and coexisting prejudice. These stereotypes benefit Caucasian and Asian-American individuals in the workplace to the detriment of African-American and Hispanic individuals, and at the expense of equality. As such, these findings highlight the persistent need for a multi-ethnic approach to research on prejudice and discrimination and for continued efforts toward social reform.

**A76**

**THE CONSEQUENCES OF FACIAL MIMICRY** *Marielle Stel, Roos Vonk*; University of Nijmegen – Many studies demonstrated that people automatically and nonconsciously mimic each other's behaviours, postures, vocal and facial expressions. Why is this mimicry so inevitable, what is its function? In our first study, participants watched a video of a girl who talked about an emotional event. This event was either happy or sad. Participants were asked to either imitate the facial expressions of the girl on the video, not to imitate the expressions or did not receive any instruction. The results showed that imitation of facial expressions has

consequences for empathic feelings, emotional contagion, the impression one makes of one another, the perceived similarity and understanding. The second study showed that the effects of facial mimicry were not confounded by the verbal information; the same results as in study 1 were found when the video was voiceless.

**A77**

**AUTOMATIC CONSEQUENCES OF IMPLICIT THEORIES: THE INTERPLAY OF GOAL ACTIVATION AND IMPLICIT THEORIES ON PERFORMANCE, MOOD, AND SELF WORTH.** *Masanori*

*Oikawa*; Hitotsubashi University – The present study demonstrated the moderation of implicit theories on automatic goal pursuits. Recent research has indicated that an entity theory is associated with performance goals, and incremental theory is associated with learning goals (Dweck, 1996). However, research has demonstrated that motivated behavior might also be influenced by more subtle situational features such as priming (Bargh, 1990; Bargh & Chartrand, 1999). Therefore, the author hypothesized that an entity (vs. incremental) theory would be associated with activation of performance (vs. learning) goals even when the goals were activated outside of their awareness, via achievement goal priming. Entity theorists and incremental theorists were primed with neutral or achievement goals prior to engaging in a number search task. Both entity theorists and incremental theorists outperformed control group when primed with words associated with achievement. However, assessment of their mood and self perception of their ability revealed that among those primed with achievement goals, entity theorists were in less positive, more anxious, and more depressed mood state compared to incremental theorists. Further, entity theorists indicated contingent self worth and showed lower evaluation of self-competence after the task. Implications of motivational, affective and cognitive consequences of automatic goal pursuits among different implicit theorists are discussed.

**A78**

**SUPPRESSING A THOUGHT BY REPLACEMENT: USEFUL AND USELESS DISTRACTERS.** *Haruka Kimura*; University of Tokyo –

The present studies demonstrated the efficacy of replacement strategy of thought suppression. A number of studies have found that attempts to suppress unwanted thoughts can backfire by paradoxically heightening accessibility of these thoughts. To avoid unpleasant material, people may distract themselves by calling attention elsewhere. Two studies have been conducted to test the assumption that the content of distracter is important for efficient coping. The valence (positive vs. negative) and the relatedness (closely related vs. unrelated to the target thoughts) of the distracters were varied, and thus four types of distracters were observed for their efficacy in reducing paradoxical effects of thought suppression. In Experiment 1, participants who suppressed irritating events without any replacement thoughts showed intensification of their affective reaction towards the event, and experienced more frequent thought intrusions compared to participants with replacement thoughts. In Experiment 2, the result in experiment 1 was replicated only among the participants with positive replacement thoughts. Negative replacement thoughts did not reduce the paradoxical effects associated with suppression. The findings are consistent with ironic process theory (Wegner, 1994), which maintains that suppression invokes a monitoring process that is exclusively focused on target thoughts, whereas a replacement strategy involves a shift of attention towards less disturbing material that is less likely to undermine mental control.

**A79**

**RELATIONSHIP-CONTINGENT SELF-ESTEEM: WHEN FEELING THAT YOU COMPLETE ME LEAVES ME FEELING INCOMPLETE**

*C. Raymond Knee, Astrid Cook*; University of Houston – The construct of contingent self-esteem has been defined as feelings about the self that depend on matching standards or expectations. Recent literature has argued that contingent self-esteem is a domain-specific construct such that contingencies within a given domain best predict outcomes in that

domain. The current research examined the validity of relationship-contingent self-esteem, whereby one's self-esteem depends on the quality of one's relationship. We hypothesized that the valence (negative versus positive) of relationship events would generally predict lower daily relationship satisfaction, self-esteem, and more negative emotions. More importantly, these associations would be stronger among those higher (relative to lower) in relationship-contingent self-esteem. Participants (N=95) in romantic relationships completed baseline measures of relationship satisfaction, self-esteem, and emotions, and recorded their most positive and negative relationship events twice each day over a 14 day period. Along with each event, they recorded their current satisfaction, self-esteem, and emotions. Due to the nested structure of the data, multi-level models were employed. In support of hypotheses, valence of event was significantly associated with daily relationship satisfaction, self-esteem, and emotions. More importantly, these associations were significantly stronger among those whose self-esteem was highly contingent upon the relationship. Further, most of the interactions remained significant controlling for general contingent self-esteem. Thus, these findings support a domain-specific perspective on the nature and function of relationship-contingent self-esteem. In conclusion, when one's self-esteem is highly invested in one's relationship, one is indeed more heavily impacted, on a broad range of outcomes, by daily events in the relationship.

**A80**

**A PROSPECTIVE INVESTIGATION OF THE RELATIONSHIP BETWEEN JUST WORLD BELIEFS AND THE DESIRE FOR REVENGE POST-SEPTEMBER 11, 2001** *S. Brooke Vick, Cheryl R. Kaiser, Brenda Major; University of California, Santa Barbara* – We prospectively examined the relationship between individuals' belief in a just world and their desire for revenge against the perpetrators of the 9-11 terrorist attacks against the United States. Eighty-three undergraduate students who had completed a measure of just world beliefs prior to the terrorist attacks were assessed approximately two months following the attacks on measures of terrorism-related distress and the desire for revenge. The more strongly individuals endorsed BJW prior to the attacks, the more distressed they felt about the terrorist attacks and the more they desired revenge post-9-11. Furthermore, the relationship between belief in a just world and the desire for revenge was mediated by feelings of distress in response to the 9-11 terrorist attacks. Results point to the important role of justice beliefs in understanding responses to the terrorist attacks.

**A81**

**THE EFFECT OF SELF-FOCUSED ATTENTION ON PREEXISTING SOCIAL ANXIETY** *Jennifer Winquist<sup>1</sup>, Nilly Mor<sup>2</sup>; <sup>1</sup>Valparaiso University, <sup>2</sup>Northwestern University* – Although self-focused attention has been linked to the experience of negative affect, its role in maintenance and exacerbation of existing negative affect has not been experimentally demonstrated. The current study examined reciprocal relationships between social anxiety and private and public self-focused attention. We hypothesized that self-focus would maintain or increase existing levels of negative affect. Participants were given a difficult scientific article to read and were instructed that they may be randomly selected to give a speech about it in front of other participants and the experimenter. A third of the participants were subsequently induced to think about private self-aspects, a third were induced to think about public self-aspects, and the rest were induced to think about non-self matters. Negative affect was measured after the social anxiety manipulation as well as following the self-focus manipulation. Results revealed that participants in the control condition experienced decreasing levels of negative affect over time. In contrast, participants in both the private and the public self-focus conditions remained equally anxious throughout the experiment. Participants in the private and public self-focus conditions experienced comparable levels of negative affect. We discuss the rele-

vance of these results to situations in which varying and possibly higher levels of negative affect are experienced.

**A82**

**RECOGNIZING BAD THINGS CAN BE HEDONICALLY PLEASING: TRAITS, IMPLICIT APPROACH AND AVOIDANCE, AND MOOD STATES** *Maya Tamir<sup>1</sup>, Michael D. Robinson<sup>2</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>North Dakota State University, Fargo, ND, USA* – Motivation involves conscious goals, which may be reflected in traits, but also habitual patterns of response to environmental stimuli, which may be reflected in implicit performance measures (Winter et al., 1998). We created a go/no go reaction time test to examine individual differences in the propensity to recognize rewards versus punishments. Performance on the task might either “match” trait endorsements, as in the case of an extravert being particularly skilled at recognizing rewards, or “mismatch” trait endorsements, as in the case of an introvert being particularly skilled at recognizing rewards. We hypothesized that matching configurations involving traits and go/no go performance would be reflected in more positive mood states, indicating a well-functioning system. To examine this hypothesis, participants (N = 34) completed extraversion and neuroticism scales and a computer task in which they were to hit the spacebar upon seeing ‘reward’ words (e.g., love, praise) or, separately, ‘punishment’ words (e.g., failure, ridicule). Participants also reported on their mood states. To reflect sensitivity to approach versus avoidance, we subtracted accuracy at identifying approach words from that of identifying avoidance words. In multiple regressions, we found significant Neuroticism x Performance,  $F(1, 32) = 3.37, p = .03$ , and Extraversion x Performance,  $F(1, 32) = 2.26, p = .05$ , interactions. As predicted, those higher in neuroticism were happier if better at recognizing punishments, whereas those higher in extraversion were happier if better at recognizing rewards. The findings encourage further research on configural views of personality, motivation, and well-being.

**A83**

**INTRAGROUP EVALUATIONS, ATTITUDE SOURCE, AND IN-GROUP MEMBER DEROGATION: HOW WE TREAT OTHERS WITH ATTITUDES THAT MIGHT MAKE US LOOK BAD** *Joy Stratton<sup>1</sup>, Jared Kenworthy<sup>2</sup>, Norman Miller<sup>1</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>Oxford University* – Participants evaluated a partner after reading about their partner's attitude position on a particular issue and their rationale for holding it. We explored how two variables (threat and attitude rationale) affected in-group and out-group partner evaluations. High threat was induced in participants by telling them they were in the minority on their attitude position. Low threat participants were told they held the majority position. Partner's rationale for the attitude position they allegedly held was manipulated by indicating either an external source (poor rationale) or internal source (good rationale) for holding their attitude position. There was a reliable interaction between threat and attitude source. No main effects were found for threat, attitude source, or target. In-group members with poor rationales for their attitude position were derogated more than out-group members with similar attitude rationales. This in-group target derogation effect was found under low threat but not under high threat conditions. The authors hypothesize that in-group member derogation is a strategy used by in-group members to maintain a positive perception of their group as well as themselves. However, when the group is under numerical threat one cannot afford to derogate other ingroup members, no matter how improper or uncharacteristically they behave; thus the in-group member derogation effect is not found for minorities.

**A84**

**PRIMING A NEW IDENTITY: NON-SELF STEREOTYPE PRIMES CAN INDUCE STEREOTYPE CONSISTENT CHANGES IN THE WORKING SELF-CONCEPT** *Kenneth G. DeMarree<sup>1</sup>, S. Christian Wheeler<sup>2</sup>, Richard E. Petty<sup>1</sup>; <sup>1</sup>Ohio State University, <sup>2</sup>Stanford University* – It has been hypothesized that the activation of non-self-stereotypes can

alter self-perceptions (Wheeler & Petty, 2001). Most of the studies supporting this possibility have not been designed to explicitly test this hypothesis and have used less direct approaches than those we employ here. We present two studies in which we show that the activation of a non-self-stereotype alters a person's working self-concept in a stereotype-consistent manner. Study one shows that White participants exhibit more aggressiveness on an implicit measure and explicitly report more stereotype-consistent self-characteristics after being primed with the African American stereotype. Study two used a modified version of Aron and colleagues' (Aron, et al., 1991) reaction time measure of "inclusion of other in the self" to more directly show that an activated stereotype can be included in a person's self-concept. Consistent with our previous research (DeMarree, et al., 2003), these effects were observed only among low self-monitors. Results are discussed in terms of a working self-concept theory of prime-to-behavior effects (Wheeler, et al., in press).

#### A85

**VALUE PRIORITIES AND RELATIONAL MODELS AS A MEANS OF MAINTAINING AND PERPETUATING PREJUDICE IN SOCIAL DOMINANCE ORIENTATION AND RIGHT-WING AUTHORITARIANISM** Justin J. Lehmler<sup>1,2</sup>, Steven S. Krauss<sup>2</sup>; <sup>1</sup>Purdue University, <sup>2</sup>Villanova University – Social dominance orientation (SDO) and right-wing authoritarianism (RWA) are related but distinct factors associated with intergroup prejudices (Duriez & Van Hiel, 2002). However, the role of these constructs in generating bias is not fully understood. This study examined how prejudice is maintained through an underlying value structure and perpetuated through preferences for certain types of social relationships via SDO and RWA. We hypothesized that these constructs would be differentially related to certain values (Schwartz, 1992) and relationship preferences (Fiske, 1992). Participants (N=178) completed measures of SDO (Pratto et al., 1994), RWA (Altemeyer, 1998), the Schwartz Value Survey (Schwartz, 1992), and the Social Relations Inventory (Hara & Krauss, 2001). Correlation and regression analyses confirmed most predictions. Individuals high in SDO scored high in self-enhancement and low in self-transcendence values, namely power ( $r=.40$ ,  $p<.01$ ) and universalism ( $r=-.35$ ,  $p<.01$ ). Individuals high in RWA scored high in conservatism and low in openness-to-change values, namely tradition ( $r=.32$ ,  $p<.01$ ) and self-direction ( $r=-.18$ ,  $p<.05$ ). Also, the authority ranking relational model positively predicted both SDO ( $B=.34$ ,  $p<.01$ ) and RWA ( $B=.44$ ,  $p<.01$ ). However, the communal sharing and equality matching models negatively predicted SDO ( $B=-.18$ ,  $p<.05$ ;  $B=-.46$ ,  $p<.01$ ), while the market pricing model negatively predicted RWA ( $B=-.20$ ,  $p<.05$ ). These results suggest that the types of values individuals endorse may predispose them to form different types of prejudiced attitudes, which are outwardly expressed through the use of different relational models in their social interactions. Such a mechanism could account for previously observed differences in SDO- and RWA-based prejudice.

#### A86

**NOSTALGIA: DON'T LOOK BACK IN SORROW** Denise Baden, Tim Wildschut, Constantine Sedikides; University of Southampton – The aetiology, content, functional and affective parameters of nostalgia were explored in a survey of 123 undergraduates (mean age 20). We found that nostalgia was a common emotion, with 80% of memories involving the self in a central role, or sharing the main role. Redemption themes dominated the content of nostalgic memories (85%) and the tone was one of predominantly one of celebration rather than loss. The most common trigger of nostalgia was negative mood and the most common result was an increase in positive affect. When asked to describe some of the functions of nostalgia, the responses loaded onto 3 main factors – connectedness, selfhood, and positive affect. Lastly we found that those who scored highly on both the loneliness scale and the nostalgia proneness scale had higher self-esteem than those who were lonely but not nostalgic. Based on these results, we challenge the rather negative view of nostalgia present in the literature, conceptualising nostalgia instead as a self-con-

scious and positive emotion, which implicates the self in social context. We propose that nostalgia is a self-regulatory, coping mechanism. By reliving the positive affect associated with the memory of the warmth and security of important, but bygone, relationships, nostalgia buffers the individual against the undesirable consequences (e.g., drops in self-esteem and affect) of threats to the self such as loneliness. Follow up studies are in progress that experimentally manipulate loneliness and nostalgia to further test this hypothesis.

#### A87

**CONTEXTUAL CONTRAST OF PERCEIVED KNOWLEDGE: EXPLORING A NEW MEANS OF PERSUASION** Zakary Tormala<sup>1</sup>, Richard Petty<sup>2</sup>; <sup>1</sup>Indiana University, Bloomington, <sup>2</sup>Ohio State University, Columbus – Context effects (e.g., assimilation and contrast) have been the focus of a great deal of research attention. However, little, if any, attention has been devoted to exploring context effects as a means of persuasion. The present research was designed with this goal in mind. Specifically, we examined the possibility that contrast effects can have an impact on perceived knowledge about an attitude object or issue, and we tested the implications of this effect for attitude change. In two experiments, participants were presented with a persuasive message promoting a fictitious department store (Brown's), but first received another message containing more or less information promoting something else (i.e., another store or a car). After receiving both messages, participants reported their attitudes toward Brown's, and how much they felt they knew about Brown's. Analysis revealed a contrast effect of prior information on both perceived knowledge and attitudes. The less information participants received promoting the first stimulus, the more information they thought they had about the target stimulus (Brown's), and the more favorable their attitudes were toward that stimulus. In fact, the perceived knowledge effect mediated attitude change. These effects were independent of participants' actual knowledge of the target stimulus, assessed using a recall measure. In conclusion, the present research uncovers a new persuasion technique, whereby attitude change can be increased by manipulating prior information about other completely unrelated stimuli. These findings highlight a novel way to create a context that is ripe for persuasion before people even receive the target persuasive message.

#### A88

**ATTRIBUTIONS FOR COLLECTIVE ENDEAVORS: A TEST OF THE SELF-PROTECTIVE FUNCTION** Jennifer Burnette, Donelson Forsyth; Virginia Commonwealth University – Leary and his colleagues' sociometer model (Leary & Baumeister, 2000) suggest that members are more apt to avoid blame for failure when the threat of exclusion from the group exists. Furthermore, the extent that members' claim that failures are caused by external events (thereby minimizing risk for exclusion), their self-esteem should be protected or enhanced. We examined these predictions by assigning 108 students to small work groups. Half of the groups were informed that individuals who contributed the least would be excluded. Groups received performance feedback before completing measures of attributions, responsibility allocation, and self-esteem. The results replicated and extended prior findings. As expected, performance feedback significantly impacted responsibility allocations. A factor analysis revealed two dimensions for affect (positive, negative) and both factors were significantly impacted by performance outcome,  $p < .01$ . Individuals in failure groups were more likely to make excuses for performance than individuals in successful groups. A factor analysis revealed three dimensions for excuses: Fairness, Ability, and Effort. Performance feedback influenced fairness,  $F = 25.05$   $p < .001$  and effort,  $F = 15.76$   $p < .01$ . Mediation analyses suggested that these effects of performance feedback were, in part, mediated by exclusion concerns. In contrast to the sociometer model, individuals who made more excuses and/or blamed group members for poor performance reported lower levels of self-esteem. As studies of the costs of positive illusions (e.g., Richard & Beer, 2000) suggest, attributions may be motivationally driven, but they do not serve a truly protective function.

A89

**TELLING BLACK AND WHITE LIES: SELF-REGULATION AND EGO-DEPLETION IN RELIVING DECEPTION**

*Angela Tee, Rebecca Miller, Kristine Kelly; Western Illinois University* – Although deception is generally considered to be a negative social behavior, research has shown that lying is a relatively common phenomenon (Rowatt, Cunningham, & Druen, 1998). In the deception literature, a distinction has been made between white lies (those that evoke minor costs) and black lies (those that involve serious consequences). For most people, telling lies is associated with cognitive over-stimulation because they are preoccupied with their thoughts, emotions, and behavior in order to maintain the lie (DePaulo et al., 2003). While previous research has focused on behaviors associated with deception, few studies have investigated its effects on self-regulation, which was the purpose of this study. A sample of undergraduate students was asked to describe a time when they told either a white lie or a black lie. They then answered questions about the incident. After “reliving” this experience, they were given two self-regulation assessments: a cognitive task (Latin square puzzle) and an emotion measure. Results of a series of t-tests comparing individuals who told white lies and those who told black lies indicated that, compared to white lies, black lies were associated with less enjoyment and more fear and anger, and fewer attempts to solve the Latin square puzzle. Results will be discussed in terms of Baumeister’s (2002) strength model of self-regulation.

A90

**CULTURE AND OPTIMISM**

*Li-Jun Ji<sup>1</sup>, Zhiyong Zhang<sup>2</sup>, Esther Usborne<sup>1</sup>; <sup>1</sup>Queen's University, Canada, <sup>2</sup>Beijing University, China* – Previous research has shown that North Americans, in comparison to Chinese, predict less change in the development of people and events (Ji, Nisbett, & Su, 2001). To them, if life changes, it changes linearly in one direction. In contrast, Chinese people tend to hold a nonlinear (or cyclical) view of things: they predict changes when things are going very well, as well as when things are going poorly. Thus, Chinese may remain hopeful when suffering hardship and remain alert to misfortune when experiencing good fortune. So, Chinese may be expected to be less distressed by negative outcomes and less elated by positive ones. In other words, negative events may not seem as negative to them as to North Americans, whereas positive events may not seem as positive to them as to North Americans. Therefore, in comparison to North Americans, Chinese are expected to be less optimistic when experiencing success and prosperity, and more optimistic when experiencing hardship and adversity. Our findings are consistent mostly with such predictions. We presented participants with positive and negative events, along with optimistic and pessimistic responses to each of the events. We found that the same positive events were perceived as more positive by Canadians than by Chinese, and the same negative events were perceived as less negative by Chinese than by Canadians. In addition, in the context of negative events, Chinese endorsed more optimistic responses and less pessimistic responses than did Canadians. Implications for psychological well-being will be discussed.

A91

**CULTURE AND PERCEPTUAL ENVIRONMENT: HOLISTIC VERSUS ANALYTIC AFFORDANCE OF PERCEPTUAL ENVIRONMENT**

*Yuri Miyamoto, Richard Nisbett; University of Michigan* – Recently, Masuda and Nisbett (2001) have shown that whereas Westerners pay more attention to the focal object in the field, East Asians pay more attention to the whole field. The present study focuses on demonstrating the interplay between such attentional patterns and the perceptual environment. It was hypothesized that culturally specific patterns of attention may be afforded by the perceptual environment of each culture. If an object is more distinct from the field in the American perceptual environment, people's attention may be captured mainly by the focal object. On the other hand, if objects are embedded in the field and boundaries between objects are more ambiguous in the Japanese per-

ceptual environment, people's attention may be diffused to the field in general. In order to test these hypotheses, photographs were taken in front of, to each side of, and behind three kinds of buildings - post offices, schools, and hotels - in cities of three different sizes in Japan and America. American and East Asian college students were questioned about the photographs and both groups reported finding Japanese scenes to have more objects, more ambiguous boundaries for objects and more invisible parts in the scenes. Furthermore, number of objects in each picture was assessed using a software program. The average number of objects was 32 percent greater for Japanese scenes than for American scenes. The present results indicate the mutual support of the ways Westerners and East Asians view the world and the ways perceptual environment is structured in each culture.

A92

**POSITIVE AFFECT: ITS ROLE IN REPLENISHING SELF-CONTROL STRENGTH**

*Dikla Shmueli; State University of New York, Albany* – When individuals exert self-control they may deplete an inner resource used for various volitional activities, which could result in poorer performance on subsequent tests of self-control. The present study suggested that positive affect may replenish the strength needed for self-control. Participants who were depleted and then exposed to a positive affect-inducing film performed better on a subsequent test of self-control than participants who were depleted and exposed to a sad film clip, or the control group. Participants were depleted using a thought suppression task, whereby they wrote down their thoughts, while trying to avoid thinking of a white bear. Previous research has shown this is effortful and depletes regulatory capacity. Participants were then shown a brief comedy clip to induce positive affect, or a sad clip to induce negative affect. Finally, participants' self-control was measured, by timing how long they could squeeze a handgrip exerciser. Prior research has found that time squeezing the handgrip is related to the depletion of self-control capacity. The findings indicated that pleasant moods helped to replenish the resource that was expended in the initial act of self-control. Specifically, it eliminated the negative effects associated with depletion of self-control strength, so that participants who were depleted and experienced positive affect performed better on the measure of self-control capacity than participants who were depleted and experienced the negative or neutral stimuli. Thus, positive affect may help overcome the loss of self-control resources, which is vital to combating the breakdown in self-control. Mechanisms underlying these processes are discussed.

A93

**THE IMPORTANCE OF RELATIVE SUBGROUP AND SUPERORDINATE IDENTIFICATION IN COMMON IN-GROUP CONTEXTS**

*Catriona Stone, Richard Crisp, Terri Eskenazi-Behar, Matthew Farr, Natalie Hall, Russell Hutter, Harriet Rosenthal; University of Birmingham* – The social categorization approach to intergroup relations advocates a direct link between the cognitive representation of groups and subsequent intergroup evaluation. This idea is an integral part of the common ingroup identity model (CIIM), which asserts that merging two groups into a superordinate category reduces bias via the extension of pro-ingroup attitudes towards former outgroup members. Recent research, however, demonstrates that superordinate categorization does not always reduce, and may in some cases exacerbate bias for high subgroup identifiers. The current research extends this idea by examining the effects on intergroup bias of subgroup and superordinate identification in the context of a salient superordinate categorization. Experiment 1 found that low subgroup/high superordinate identifiers displayed lowest levels of bias, while high subgroup/low superordinate identifiers displayed highest levels of bias. Experiments 2 and 3 examined the respondents' perceived similarity of self to the ingroup and outgroup as a possible mediating variable. The findings replicated that of Experiment 1 and perceived self-categorization mediated the pattern of intergroup evaluation. These findings suggest that motivational processes underly-

ing peoples' reactions to hierarchical category structures may be a key consideration for future applicability of the CIIM to important intergroup contexts.

#### A94

##### **INDIVIDUAL DIFFERENCES IN ATTITUDE STRUCTURE AND THE ACCESSIBILITY OF THE AFFECTIVE AND COGNITIVE COMPONENTS OF ATTITUDE**

*Geoffrey Haddock, Thomas Huskinson; Cardiff University* – Recent research has determined that individuals differ in the degree to which their attitudes are guided by affective and cognitive information (see Huskinson & Haddock, in press). Two experiments investigated the effects of individual differences in attitude structure on the accessibility of the affective and cognitive components of attitudes. Four months after having been categorized as possessing attitudes that are generally highly (versus weakly) associated with the favorability of their feelings and beliefs, participants in both experiments completed a task in which the accessibility of their affective and cognitive responses was assessed. In both experiments, individuals with highly structured attitudes provided faster affective and cognitive judgments. Consistent with past research, affective responses were made more quickly than cognitive responses. Such individual differences in accessibility did not generalize to non-evaluative judgments. The results speak to the importance of considering individual differences in how people organize their attitudes, as well as the distinction between the affective and cognitive components of attitude.

#### A95

##### **FROM IMPLICIT ATTITUDES TO BEHAVIOR: WHAT'S SELF-REGULATION GOT TO DO WITH IT?**

*Berlinda Hermesen, Rob Holland, Ad van Knippenberg; University of Nijmegen* – The existence of two distinct information processing systems has been postulated by several self-regulation theories (Kuhl, 2000; Strack & Deutsch, 2002). Van Knippenberg, Holland and van Baaren (2003) proposed an integrated version of such a dual system model. From the latter model, the hypothesis may be derived that in a positive mood, attitudes are activated more automatically and will tend to guide behavior to a greater extent than in a negative mood. This general hypothesis was tested in three studies. The first, preliminary study revealed that, as predicted, people in a positive mood showed stronger implicit associations between an object and its evaluation than people in a less positive mood. In the second study, mood was manipulated instead of only measured. The results showed that a positive and neutral mood elicit stronger automatic evaluations than a negative mood. It can be concluded from both studies that a positive mood facilitates the activation of automatic evaluations. In a third study, we measured implicit attitudes towards two political parties in a preliminary session. Two weeks later, mood was manipulated and behavior was measured in a waiting room in terms of the participants' seating distance from posters of the two political parties displayed on opposite walls in the waiting room. It appeared that participants in the positive mood condition sat closer to the poster of their preferred party, while no such effect was observed in the negative mood condition. These results are discussed with regard to their implications for self-regulation theory.

#### A96

##### **AN INVESTIGATION OF THE PROPORTIONALITY PRINCIPLE: THE INFLUENCE OF EVENT SIZE ON INDIVIDUALS' ATTRIBUTIONAL JUDGMENTS**

*Anna Ebel-Lam, Leandre Fabrigar, Tara MacDonald; Queen's University* – An overview of the attribution literature reveals that people employ a variety of heuristics and biases in making judgments about everyday events. However, little work has assessed the relationship between the magnitude of an event and the explanations that people endorse in attempting to account for it. The current study investigated the possibility that individuals use a proportionality principle when explaining the occurrence of events (i.e., they view the potential causes of an event as being more plausible if they are similar

in magnitude to the incident itself). The only study that has previously investigated this effect did so in the context of individuals' beliefs about successful (or unsuccessful) presidential assassination attempts (McCauley & Jacques, 1979). Our goal was to replicate this effect and to demonstrate that individuals exercise the proportionality principle while making judgments about a variety of situations. We employed a 2(magnitude of event: high vs. moderate) x 3(scenario: airplane accident, contagious illness, technological discovery) between-subjects design in which participants (N=261) read about one of three events that had either relatively large or small consequences. After this, they were presented with four possible explanations for the event that varied in magnitude and were asked to indicate the likelihood of each one. A main effect of magnitude suggested that individuals employ a proportionality principle in evaluating the possible causes of events, and that this tendency is unmoderated by individual differences in locus of control (Rotter, 1966) or belief in a just world (Lerner, 1982).

#### A97

##### **PREDICTORS OF IMPLICIT AND EXPLICIT ATTITUDES TOWARD CHRISTIANS AND MUSLIMS**

*Wade C. Rowatt, Lewis Franklin, Marla Cotton; Baylor University* – Possible predictors of implicit and explicit attitudes toward Christians and Muslims were explored (within a predominantly Christian sample, n = 152). Implicit attitudes were assessed with the Implicit Association Test, a software program that recorded reaction-time as participants categorized names (of Christians and Muslims) and adjectives (pleasant or unpleasant). Participants also completed self-report measures of attitudes (toward Christians and Muslims), and personality constructs known to correlate with ethnic prejudices (i.e., right-wing authoritarianism, social dominance orientation, impression management, religious fundamentalism, intrinsic-extrinsic-quest religious orientations). Participants' self-reported attitudes toward Christians were more positive than their self-reported attitudes toward Muslims. Participants also displayed moderate implicit prejudice toward Muslims (e.g., more quickly associated Muslim names than Christian names with unpleasant terms; more slowly associated Muslim names than Christian names with pleasant terms). The measures of implicit and explicit attitudes toward Muslims were negligibly related ( $r = .05$ ). Self-reported attitude toward Christians was the only significant correlate of implicit prejudice toward Muslims ( $r = .25, p < .01$ ). Christian orthodoxy (Beta = .53) and intrinsic religious orientation (Beta = .37) accounted for unique variation in self-reported attitudes toward Christians when religious orientations, authoritarianism, fundamentalism, and social desirability were controlled. Unique predictors of self-reported attitudes toward Muslims were anti-Arab racism (Beta = -.68), right-wing authoritarianism (Beta = -.16) and social dominance orientation (Beta = -.14) when fundamentalism and social desirability were controlled. Implications for attitude development and change were considered.

#### A98

##### **SIMULTANEOUS ACCESSIBILITY OF DISSONANT CULTURAL IDENTITIES AND HERITAGE-GROUP DEROGATION IN BICULTURAL EAST ASIANS**

*So-Jin Kang, Ian McGregor; York University* – Newby-Clark, McGregor, and Zanna (2002) showed that dissonant cognitions are most aversive when they are highly and simultaneously accessible. One way people reduce the discomfort of accessible inconsistencies is by defensively changing their attitudes, which may entail disparagement of one of the dissonant elements (e.g., Brehm, 1956). Accordingly, we examined whether high simultaneous accessibility of dissonant cultural identities would be associated with derogation of heritage-group members in bicultural East Asians. Non-East Asian and bicultural East Asian Canadian females first wrote about inconsistencies between Asian and Western cultures. After a 20-min delay, a lexical decision task assessed their reaction times to words related to Asian and Western identities. Based on participants' reaction times to words related to each identity, an index of simultaneous accessibility was computed to



reflect the extent to which both identities were highly and simultaneously accessible (Bassili, 1994). We assessed the criterion variables, liking and competence ratings of East Asian and Caucasian Canadian targets, in an ostensibly unrelated study. Regression analyses revealed that simultaneous accessibility of dissonant bicultural identities predicted derogation of the East Asian targets. Specifically, among East Asian participants but not among non-East Asian participants, high simultaneous accessibility of Asian-identity and Western-identity words predicted lower competence ratings of the East Asian targets. This finding bolsters recent research linking attitudinal ambivalence to simultaneous accessibility of inconsistent cognitions (Newby-Clark et al., 2002) and sheds light on the role of cognitive dissonance in cultural group identifications in biculturals.

#### A99

##### **THE ROLE OF MULTICULTURAL IDENTITY INTEGRATION IN THE DAILY INTERACTIONS OF TRICULTURAL INDIVIDUALS**

*Michelle Downie, Richard Koestner, Tone Liodden; McGill University* – The purpose of this study was to understand the role that one's heritage culture plays in the social interactions of tricultural individuals. The study focused on how heritage acceptance resonated in people's daily lives – influencing how they interacted (intimacy and disclosure), how they judged their interactions (quality), and how they judged themselves (self-acceptance). It was anticipated that the strategy by which an individual chooses to negotiate their multicultural identity (i.e. integrate or alternate) would have a pervasive influence both on the multicultural individual's global sense of well-being and on their specific pattern of interactions. Results supported these hypotheses. Identity integration was associated with enhanced well-being. In addition, it was found that when participants perceived that their interaction partner was accepting of their heritage culture they rated the interaction as more intimate and enjoyable, they also reported that they felt more accepted by their interaction partner. However, these relationships were moderated by the participant's level of identity integration. The findings suggest that for individuals who do not have an integrated identity the pattern of their social interactions may be contingent on their assumptions of how accepting of their heritage culture their partner is.

#### A100

##### **CAUSAL UNCERTAINTY AND THE PERSUASIVE POWER OF CAUSAL EXPLANATIONS**

*Stephanie Tobin, Gifford Weary; Ohio State University* – Individuals high in Causal Uncertainty (CU) believe that their understanding of causes in the social world might be inadequate (Weary & Edwards, 1996). A high level of CU, coupled with the belief that causal understanding is important (high causal importance), creates a strong need for causal certainty. Past studies have found that this need state leads people to be more persuaded by messages that contain causal vs. non-causal support, but only when the source is highly credible (Tobin & Weary, 2002). The current two studies extend this line of research by examining whether individuals high in CU and causal importance would be persuaded by any causal explanations from a credible source, or whether they would scrutinize the explanations and accept only those that are strong. In Study 1, participants read arguments from a credible source that were strong or weak, and contained causal or non-causal support. Regression analyses revealed that high CU/high causal importance participants were more persuaded by causal vs. non-causal support, but only when the basic arguments were strong. In Study 2, participants read strong arguments from a credible source that contained strong causal, weak causal, or non-causal support. Regression analyses revealed that high CU/high causal importance participants were less persuaded by weak causal, compared to non-causal, evidence. Mediation analyses revealed that confidence in explanations played a crucial role. These findings support the notion that the motivation to understand causality can render high CU individuals susceptible to certain persuasive attempts, but not at the expense of accuracy.

#### A101

##### **AN EFFECT OF BEHAVIORAL CONTROL ON STEREOTYPING**

*Koji Murata; Hitotsubashi University* – The purpose of this study was to examine an effect of behavior control on stereotyping in asymmetrical social interaction. Previous research found that powerholders who had fate control engaged in stereotyping processes much more than the powerless. Another type of power, behavioral control, should also decrease powerholders' attention to a powerless target, because it might have them busy in regulating their own behavior. It was hypothesized that the high status people with behavior control over an interacting partner would engage in stereotyping than those with less control. In an experiment, female participants set mathematical questions to a female target person (experimental confederate) who might be applied to a stereotype that students in her College would be poor at mathematics. They could or could not make a decision of her reward (fate control manipulation). They also could or could not select some questions among many (behavior control manipulation). Then they found she scored high marks and rated her impressions including mathematical competence. The participants with behavior control rated the target as less competent than those without control. Thus the main hypothesis was confirmed. The fate control had no effect on perception of the target. These results are discussed with regard to mediation of attention and limitations of the effect. Future directions of the study on behavior control are also considered.

#### A102

##### **EVENT-DEPENDENT VERSUS SCHEMATIC ATTRIBUTIONS: THE DIFFERENCE BETWEEN WIVES' AND HUSBANDS' ANGER**

*Keith Sanford; Baylor University* – Married couples are expected to feel angry when they make attributions that blame each other for a negative relationship event. Importantly, the link between attribution and anger could occur at two different levels. At the proximal level, a person could make an event-dependent attribution based on a deliberate appraisal of the current situation. At the distal level, a person could make a schematic attribution based on one's schemata regarding how things typically are in the relationship. This study demonstrates how hierarchical linear modeling can be used to identify the unique effects of each type of attribution. Participants included 77 recently married couples, and each couple completed two assessment sessions in a communication laboratory scheduled at least two weeks apart. Couples identified a total of four recently occurring incidents pertaining to unresolved issues in their relationship, and each spouse rated his or her anger for each incident. To assess event-dependent attributions, participants rated the extent to which they would make blaming attributions for each of the four specific incidents. To assess schematic attributions, participants completed a single questionnaire regarding the attributions they would typically make in response to hypothetical relationship events. For wives, changes and fluctuations in event-dependent attributions from one context to the next were strongly predictive of corresponding changes in anger. Schematic attributions had no additional influence on wives' anger after controlling for event-dependent attributions. In contrast, husbands' anger was strongly predicted by schematic attributions and only weakly related to event-dependent attributions.

#### A103

##### **STEREOTYPE VULNERABILITY OR STEREOTYPE REACTANCE: THE INFLUENCE OF NEGATIVE LEADERSHIP STEREOTYPES ON HIGH AND LOW EFFICACY WOMEN LEADERS**

*Crystal Hoyt<sup>1</sup>, Jim Blascovich<sup>2</sup>; <sup>1</sup>University of Richmond, <sup>2</sup>University of California, Santa Barbara* – The present research examined the influence of negative leadership stereotypes on women leaders. There were two goals: 1) to examine leadership efficacy as a moderator of responses to stereotype activation, 2) to explore the role of perceived performance as a mediating factor in the domain identification and well-being responses to stereotype activation. The experiment employed a 2 (Leadership Efficacy: High or Low) x 2 (Stereotype Activation: Primed or Not) between-subjects quasi-

experimental design. Seventy-two female participants were selected based on their leadership efficacy scores obtained in prescreening. Participants were ostensibly participating in a group task as the randomly assigned leader of a three-person group; however, the participants were actually alone during the experiment. Half of the participants were presented with the stereotype and all participants 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 efficacy leaders demonstrated responses consistent with being vulnerable to confirming the stereotype: decreased identification with the domain of leadership, decreased perceptions of how well they performed on the leadership task, and decreased well-being. However, contrary to these findings, high efficacy leaders exhibited more positive outcomes consistent with a reactance response; they demonstrated increased domain identification, increased perceived performance, and increased well-being. Additionally, perceived performance appeared to play an important mediating role in both domain identification and well-being outcomes of stereotype activation on high and low efficacy leaders.

#### A104

**TERROR MANAGEMENT AND ATTACHMENT: THE DEATH-DENYING FUNCTION OF PARENTS** *Cathy Cox<sup>1</sup>, Tom Pyszczynski<sup>1</sup>, Jeff Greenberg<sup>2</sup>, Sheldon Solomon<sup>3</sup>*; <sup>1</sup>University of Colorado, Colorado Springs, <sup>2</sup>University of Arizona, <sup>3</sup>Skidmore College – Two experiments were designed to assess the role parents play for their adult offspring in dealing with the problem of death. In Study 1, participants were randomly assigned to a 2 x 3 (MS: death vs. dental pain x Relationship prime: recall of a positive, negative, or neutral interaction with a parent) factorial design in order to measure attitudes toward liberal and reactionary essays. Study 2 examined the accessibility of death-related thoughts following a reminder of death and recall of a similar positive, negative, or neutral interaction with a parent. The results revealed that recalling a positive instance with a parent increased tolerance towards a worldview threatening other and decreased the accessibility of death-related thoughts. In contrast, recalling a negative interaction from a parent increased negative reactions and heightened death-thought accessibility. The results and implications of this research for the integration of terror management and attachment theory are discussed.

#### A105

**HOW PEOPLE BEHAVE, FEEL, AND THINK ABOUT THEIR RELATIONSHIP DISSOLUTION AS A FUNCTION OF ADULT ATTACHMENT** *Joan Knihmicki<sup>1,2</sup>, Harry Reis<sup>1</sup>, Fen Fang Tsai<sup>1</sup>*; <sup>1</sup>University of Rochester, <sup>2</sup>Carnegie Mellon – The relationships between adult attachment and a variety of affective, cognitive, and behavioral responses to romantic relationship dissolution were investigated. Attachment style was used as an independent variable because of its strong applicability to this situation involving separation from a caregiver. One hundred and eighty six participants (61 men, 125 women, and 2 unreported) responded to an online questionnaire inquiring about a recent breakup. Correlational analyses and one-way ANOVAs indicated that attachment style had a significant effect on the ways people accounted for their breakups. Preoccupied individuals reported elevated levels of distress and jealousy; they were more likely to be dumped; they blamed their partners for the breakup; and they reported using rumination, social support, confrontive coping and escape-avoidance as coping strategies. Fearful individuals attributed the breakup to internal causes concerning the self, and they used distancing and rumination to cope. Finally, as expected, avoidant people reported distancing themselves from the breakup, and secure people sought social support. All reported results were significant. Overall, those who were high in attachment anxiety were the most vulnerable to responding to breakup in maladaptive ways.

#### A106

##### **NEGOTIATING BICULTURAL IDENTITY: CONTRAST AND ASSIMILATION EFFECTS IN CULTURAL FRAME SWITCHING**

*Sun No, Ying-yi Hong; University of Illinois, Urbana-Champaign* – Contrary to the expected assimilation effect observed within the cultural frame switching paradigm introduced by Hong, Morris, Chiu, and Benet-Martinez (2000), Benet-Martinez and her colleagues recently demonstrated that low bicultural identity integrated individuals, or those who feel that their two cultures are conflicting, evince contrast when primed with either American or Chinese cultural icons (Benet-Martinez, Leu, Lee, & Morris, 2002). As yet, it is unclear whether identity negotiation motives resulting from fear of rejection by the mainstream culture, along with beliefs regarding the fixedness and permeability of racial groups, may also underlie contrast priming effects. The present study was conducted to clarify the roles of (a) perceived exclusion from the mainstream culture and (b) implicit theories of race on contrast versus assimilation by biculturals. Korean American participants attended three separate sessions. In one session, participants were exposed to Korean cultural icons (or American icons) and their attributional style, projection of emotion, self-construal, and conformity tendency were subsequently assessed. In another session, participants were exposed to some neutral primes and afterward responded to similar measures. In the third session, participants' perceived exclusion and implicit theories of race were assessed. Data analyses were conducted to test if the strength of cultural frame switching is associated with perceived exclusion and implicit theories of race. The findings indicate the complex and highly contextualized nature of identity in cultural frame switching. Additionally, it raises the issue of whether dual identities remain functional in light of contrast away from cultural indicators within one's environment.

#### A107

##### **THE BENEFICIAL EFFECTS OF ACTION RUMINATION**

*Natalie Ciarocco; Florida Atlantic University, Treasure Coast Campus* – Although research has shown that rumination can be detrimental to the self, little has been done to explore the positive effects of rumination. The present study examined the association between rumination and performance when participants ruminated freely. Fifty-eight introductory psychology students were given false negative feedback about their performance on a verbal task and were asked to ruminate about it. The rumination consisted of a thought-verbalization task that was audio recorded and subsequently coded into action, state, or task irrelevant rumination. All participants worked on a second verbal task. Action rumination alone was correlated to changes in performance  $r(58) = .28, p = .03$ . As action rumination increased, so did post-manipulation performance. State rumination,  $r(58) = -.24, p = ns$ , and task-irrelevant rumination,  $r(58) = .02, ns$ , displayed no correlation with change in performance. As predicted, participants naturally engaging in action rumination in response to poor performance feedback improved significantly from task one to task two with no improvement displayed in those utilizing state or task irrelevant rumination. When participants used action rumination their performance on the verbal task improved. This finding suggests that action rumination, unlike state and task irrelevant rumination, may be beneficial to the self. This study provides initial evidence for the beneficial side of rumination.

#### A108

##### **THE GUILTY BY ASSOCIATION EFFECT**

*Ian Newby-Clark<sup>1</sup>, Amy Smith<sup>2</sup>*; <sup>1</sup>University of Guelph, <sup>2</sup>The Adler School of Professional Psychology – Gilovich and colleagues' work on the "spotlight" effect led us to hypothesize that people overestimate the impact of friends' inappropriate acts on their own social standing. We tested our hypothesis in two studies. In Study 1, participants read a second-person account of a social encounter among a pair of friends (Offender and Associate) and an Observer. There were two perspectives (Associate or Observer). The Offender either did or did not pick his nose during the encounter. Observers made trait ratings of the Associates and Associates predicted those ratings. There was a

Perspective X Incident interaction,  $F(1, 93) = 6.76, p < .025$ . Associates in the nose picking condition predicted more negative ratings than they received ( $p < .01$ ). There was no such difference in the “no pick” condition ( $p > .40$ ). In Study 2, there were 12 social encounters involving two pairs of female friends. Pairs did not know other pairs. In each session, an Offender “accidentally” dropped a condom in front of her friend (the Associate) and the other pair of friends (Observers). In eight of the sessions, the Associate noticed the condom. Trait ratings followed. Trait-level analyses revealed a Perspective X Noticed interaction,  $F(1, 12) = 8.83, p < .025$ . Associates who noticed the condom drop predicted relatively negative trait ratings from the Observers ( $p < .025$ ), but there was no associated drop in Observers’ ratings ( $p > .45$ ). The studies provide good preliminary evidence for our hypothesis. In subsequent studies, we will delineate the mechanism of effect.

#### A109

**EXTERNAL STRESS AND AGGRESSION IN THE EARLY YEARS OF MARRIAGE: THE IMPORTANCE OF RELATIONSHIP CONTEXT** Nancy Frye<sup>1</sup>, Veronique Deutsch<sup>1</sup>, Lisa Neff<sup>2</sup>, Benjamin Karney<sup>2</sup>; <sup>1</sup>Long Island University, CW Post Campus, <sup>2</sup>University of Florida, <sup>2</sup>University of Florida – Nearly half of newlywed couples report engaging in some type of physical aggression at some point in their lives, and nearly all have engaged in some type of psychological aggression (e.g., swearing at partner). However, levels of both physical and psychological aggression are likely to vary over time. Under what circumstances are spouses particularly likely to engage in each type of behavior? In previous research, couples experiencing higher levels of stress have been found to be more violent than couples experiencing lower levels of stress. The goal of the current study was to extend this research by examining whether at the within-subjects level couples engage in more physical and psychological abuse during periods when they are under greater stress. To address this issue, newlyweds reported their levels of psychological and physical aggression, as well as the occurrence of acute and chronic stress, every six months for approximately two-and-a-half years. Hierarchical linear modeling revealed that, controlling for marital satisfaction, spouses engaged in more psychological abuse at times of greater acute stress, independent of their level of chronic stress. In contrast, controlling for marital satisfaction, physical aggression was associated with acute stress only for spouses experiencing high levels of chronic stress. Thus, chronic stress appears to moderate the effects of stressful life events on expressions of physical, but not psychological, aggression in early marriage. These results highlight the need to consider marital interactions within the broader context in which they occur.

#### A110

**THE CIRCULAR STRUCTURE OF CHILDREN'S INTERPERSONAL BEHAVIOR** Patrick Markey<sup>1</sup>, Charlotte Markey<sup>2</sup>, Barbara Tinsley<sup>3</sup>; <sup>1</sup>Villanova University, <sup>2</sup>Rutgers University, <sup>3</sup>University of California, Riverside – This study examined both the applicability of the interpersonal circumplex to the observable social behaviors of children and the ability of this model to predict children's participation in risk behaviors. The observational ratings of behaviors of 94 children (mean age = 10.87 years) as they interacted with their parents were examined. Randomization tests of hypothesized order relations found that these behaviors tended to occur in a circular pattern predicted by the interpersonal circumplex. This circular structure of children's behavior was then used to predict participation in the risk behaviors of smoking cigarettes and consuming alcohol one year later (mean age = 11.74 years). Results indicated that children who smoked were likely to have behaved in an arrogant-calculating manner and children who drank alcohol were likely to have behaved in an assured-dominant manner when interacting with their parents. Implications of these results are discussed in terms of their relevance for helping researchers better communicate, understand, and categorize children's interpersonal behaviors.

#### A111

**HOW FLEXIBLE ARE YOU?: THE ROLE OF POSITIVE EMOTIONAL GRANULARITY IN EMOTION REGULATION VARIABILITY** Kirsten Lebo, Michele Tugade, Ana Hristic, Lisa Feldman Barrett; Boston College – Emotional granularity is the tendency to use discrete emotion labels, rather than global terms when characterizing one's feelings (Feldman, 1995; Feldman Barrett, 1998). Greater emotional granularity for negative experiences is associated with a broader repertoire of emotion regulation strategies (Feldman Barrett, Gross, Conner, & Benvenuto, 2001). The purpose of this study was to explore whether individuals regulate positive emotional experiences, and if so, whether the precision or granularity of those experiences were related to emotion regulation flexibility (i.e., variability in the utilization of emotion regulation strategies across contexts). College students ( $N=88$ ) took part in a four-week experience-sampling study in which they used palm pilots to report their emotional experience ten times a day. Positive emotional granularity was calculated from these idiographic reports. In addition, participants attended a laboratory session in which we experimentally manipulated three positive emotions (amusement, interest, and contentment) and a negative control (sadness). After each emotion induction, participants rated the extent to which they used different strategies to regulate their current emotional experience. Emotion regulation flexibility was calculated by computing standard deviations for each regulation strategy across the four emotion inductions. Findings indicated that participants use a variety of strategies to regulate positive emotions. Moreover, those with higher positive emotional granularity (greater precision in verbally reporting their positive emotional experiences) exhibited greater emotion regulation flexibility ( $r = .30, p < .01$ ). Implications for research on positive emotions, emotion knowledge, and emotion regulation are discussed.

#### A112

**RELATIONSHIP COMMITMENT AND PERCEPTIONS OF HARM** Christopher R. Agnew, Natalie Dove; Purdue University – Past research suggests that commitment to a relationship is associated with a host of cognitive and behavioral changes. Among these documented changes are an increased willingness to sacrifice one's own valued preferences and activities for the sake of one's relationship and/or one's partner. Attempting to extend these findings, the proposed research sought to determine whether higher relationship commitment is also associated with an increased tendency to perceive that one's partner will not harm oneself. This topic is of particular relevance in understanding failures to protect oneself from harm in domains that involve one's partner (e.g., lack of condom use in committed relationships). We investigated a number of harm domains, including harm to one's property, to one's self-esteem, to one's self-image, to one's mental health, and to one's physical health. One hundred and fifty university students involved in romantic relationships completed a survey containing questions about the state of their current romantic relationship, including their commitment to the relationship as well as known determinants of commitment (satisfaction with the relationship, perceived alternatives to the relationship, and investments in the relationship). Participants also completed a newly developed measure developed to tap their perceptions of harm stemming from their current relationship partner ( $\alpha = .93$ ). Results indicate that higher commitment to a relationship is significantly associated with decreased perceptions of harm, both generally ( $r = -.46$ ) and in various harm domains. These findings suggest that relationship commitment inspires perceptual changes that may not always be in the best interest of an individual.

#### A113

**IAT AND MIMICRY: MIMICRY AS IMPLICIT DISCRIMINATION** Rick van Baaren, Annemarie Hubbers, Monique Pollmann, Theis van Leeuwen; University of Nijmegen – The present research investigated the relation between implicit and explicit attitudes on one hand and non-conscious

mimicry on the other hand. In this study, an IAT (Immigrants-Dutch and good-bad) and explicit measures of prejudice were administered to participants. Afterwards, they watched a videotape, consisting of two sessions. In one session a Dutch person performed some clerical task, while occasionally rubbed his face. In the other version, a Moroccan person did exactly the same. The sessions was counterbalanced. Participants were secretly videotaped to see whether they mimicked the face-rubbing. Finally, participants were asked to indicate their liking for the people on the video. Two judges scored the participants' amount of mimicry. The difference score between mimicry of the Dutch and the Moroccan person served as the indication of non-conscious discriminatory behavior. The results revealed a double dissociation, meaning that only the implicit attitude predicted the non-conscious mimicry and that only the explicit attitude predicted the self-reported, explicit liking for the confederate. There was no significant correlation between the implicit and the explicit attitudes, nor a significant correlation between the explicit liking and the amount of mimicry. The theoretical implications for both the IAT and for non-conscious mimicry are discussed.

#### A114

**GUILT AND SHAME AS MOTIVATIONS TO CONTROL EXPRESSIONS OF PREJUDICE** *Rupert J. Brown, Roger Giner-Sorolla, Pablo Espinosa; University of Kent, UK* – The relationship between shame and guilt proneness (Tangney & Dearing, 2002), motivation to control prejudice (Plant & Devine, 1998), and overt prejudice against various social groups (McConahay, 1986) was examined. Bringing a guilt and shame perspective to bear on research on self-conscious emotions and prejudice control (e.g., Monteith & Voils, 1998), we proposed that while negative self-conscious emotions can help people to control overt displays of prejudice, they will be most effective among guilt-prone people, who focus on the negativity of their behaviors, rather than shame-prone people, who focus on the unworthiness of themselves. First, in a correlational study of university students, Internal Motivation to control prejudice (IMS) was negatively related to overt prejudice independently of External Motivation (EMS); guilt proneness also was negatively related to overt prejudice independently of shame proneness. Guilt proneness, but not shame proneness, was related to IMS, although this relationship did not hold for EMS. In a second, experimental study, participants received bogus feedback indicating that they were prejudiced against teacher candidates from one of three outgroups (cf. Monteith & Voils, 1998). This feedback, for two of the groups (Blacks and Muslims) but not the third (lesbians), aroused guilt and shame and tended to encourage symbolic helping of those groups. Guilt proneness was also related to favourable behavior towards those groups, independent of shame proneness. These results replicate previous work in a non-US sample and show the value of being specific about how people use negative self-conscious emotions in self-control.

#### A115

**ASSESSING INTEREST IN CROSS-GROUP INTERACTIONS: MINORITY AND MAJORITY PERSPECTIVES** *Linda R. Tropp, Rebecca A. Anderson; Boston College* – Although much research has investigated the effects of intergroup contact, relatively little work has examined what underlies group members' willingness to engage in cross-group interactions (see Esses & Dovidio, 2002). Some recent work suggests that perceptions of and feelings toward outgroup members can be influenced by both the perceived responses of outgroup members (Vorauer & Kumhyr, 2001), and the perceived beliefs of ingroup members (Stangor et al., 2001). Extending this area of research, the present study examines group members' reported interest in cross-group interactions in relation to their beliefs about how ingroup and outgroup members feel toward cross-group interactions. Altogether, 284 respondents (109 minority, 175 majority) completed measures regarding their own interest in cross-group interactions, and perceived interest in cross-group interactions among ingroup and outgroup members. A 2 (Ethnic Status: Minority/Majority)

x 3 (Interest: Self/Ingroup/Outgroup) mixed analysis of variance yielded a significant interaction,  $F(2, 546) = 8.87, p < .001$ , such that minority respondents reported both greater interest in cross-group interactions, and less perceived interest by outgroup members, as compared to majority respondents. Additionally, regression analyses showed that majority respondents' own interest in cross-group interactions was significantly predicted by both ingroup and outgroup members' perceived interest, while interest among minority respondents was significantly predicted only by perceived interest among ingroup members. Consistent with other recent work (see Devine & Vazquez, 1998), these results suggest that minority and majority group members' interest in cross-group interactions may be associated with somewhat different concerns in intergroup contexts.

#### A116

**COMPARING THE PROCESSES UNDERLYING SPONTANEOUS TRAIT INFERENCE AND SPONTANEOUS TRAIT TRANSFERENCE: THINKING IS MORE THAN LINKING** *Matthew T. Crawford<sup>1</sup>, John J. Skowronski<sup>2</sup>; <sup>1</sup>University of Bristol, UK, <sup>2</sup>Northern Illinois University* – Both spontaneous trait inference (STI) and spontaneous trait transference (STT) are supposedly related to the extent to which traits activated by behavioral exemplars become associated with specific targets. However, STI may involve inferential processes that go beyond mere association. A study exploring this idea used a modified Savings-in-Relearning paradigm (Carlston & Skowronski, 1994). Participants viewed multiple photos, each depicting a different target. Each photo was accompanied by a behavior description. Half of the descriptions each implied a trait; the other half did not. Half of the descriptions were worded to suggest a person describing their own behavior (STI condition); half were worded to suggest a person describing a third-person's behavior (STT condition). Prior to viewing behavior-photo pairs, participants were given either a familiarization or a lie-detection goal. The lie detection goal should interfere with inference processes contributing to STI, but not associative processes contributing to both STI and STT. These effects were manifest when participants attempted to learn a trait term that accompanied a target photo. Half of the photo-trait pairings used terms that matched trait implications of the behavior previously paired with the photo (re-learning trials); half were new pairings (learning trials). Savings effects (relearning > learning) in trait recall emerged in all conditions. Moreover, while STT effects were generally weaker than STI effects, this effect disappeared in the lie-detection goal condition. This result is consistent with the notion that the lie detection instruction interfered with inferential processes underlying STI, but not associative processes underlying both STT and STI.

#### A117

**THE IMPACT OF INTERPERSONAL FACTORS ON WOMEN'S MOTIVATION TO ENGAGE IN MATH-RELATED ACTIVITIES** *Carolyn Morgan; University of Wisconsin, Whitewater* – According to the self-regulation of motivation model, interpersonal factors within the individual and the context can influence motivation. In this study, 48 female undergraduates with no experience with the SimCity computer program engaged in a 1-1/2 hour experiment. Participants were informed that the researchers were evaluating training methods for city planning jobs using the simulation. Participants were provided with usage numbers for a city's infrastructure. Their goal was to perform mathematical computations using these numbers and make planning recommendations based on the results (baseline). In two other conditions, the presence of an interpersonal goal was manipulated. In one condition, students were instructed that their purpose was "to help researchers develop jobs for disadvantaged others." In the other condition, the goal was defined in terms of quality of life indices for the simulated citizens. To examine the extent to which interpersonal orientations (IO) interacted with goal manipulations to influence motivation, participants completed IO indices several weeks before the experiment. The results indicated that indices of

IO interacted in different ways with the goal manipulations. For example, participants who cited interpersonal reasons for choosing their careers reported greater interest in the activity relative to baseline when assigned the goal of helping disadvantaged others. In contrast, participants who had not cited an interpersonal reason for their career choice reported greatest interest in the baseline condition and least interest when the goal was to help disadvantaged others. The results are discussed in terms of understanding women's motivation to engage in impersonal, math-related activities.

**A118****THE EFFECTS OF PRIMING GROUP POWER ON WOMEN'S IDENTITY AND GROUP RELEVANT ATTITUDES**

*Antoinette H. Semanya, Victoria M. Esses; University of Western Ontario, London* – This research examined the consequences of perceived group power on women's identity and group relevant attitudes. Previous research has suggested that both women and men more closely associate power concepts with masculinity. Thus, whether women believe that their group has power, or is increasing in power, may have implications for a variety of individual and collective attitudes and behaviour. To examine these issues, female participants from the University of Western Ontario were randomly assigned to one of three priming conditions, 1) women and power, 2) men and power, or 3) a no prime condition. Because of the relations to status and power, social dominance orientation and personal dominance were assessed. Participants then completed measures assessing their gender identification, perceptions of their group's position in society, sexism, and an unobtrusive measure of group-enhancing behaviour. Power primes affected participants' strength of group identification. For example, it was the "man and power" prime which increased women's strength of gender identification. In addition, social dominance orientation emerged as a significant predictor of beliefs regarding group position and group-enhancing behaviour. For example, those higher in social dominance orientation were significantly less willing to allocate money to a women's advocacy group. Personal dominance did not show similar effects. Implications of these results for the generation of group-enhancing attitudes and behaviour linked to the attenuation of group-based inequality are discussed.

**A119****CHILDREN'S RECOGNITION OF FACES OF INGROUP AND OUTGROUP MEMBERS**

*Barry Corenblum<sup>1</sup>, Chris Meissner<sup>2</sup>; <sup>1</sup>Brandon University, <sup>2</sup>Florida International University* – People are often more accurate in identifying faces of ingroup than outgroup members; in fact, ingroup biases in recognition accuracy has sometimes been cited as a well-confirmed finding in eyewitness identification research. While the ability of adults to distinguish ingroup from outgroup members is well known, children's accuracy in identifying faces of ingroup and outgroup members has received less attention. This is surprising considering how often children are called upon to identify individuals in criminal and civil cases. In study 1, 7 to 10 year olds were presented with pictures of faces of white and African American adults, and in study 2, with the faces of white, African American and Native Canadian children. Following a filler task, children in both studies were asked to differentiate previously seen from new faces, rate their level of confidence in their old vs. new judgments, and to complete several measures of meta-memory. In both studies, children were more accurate in identifying faces of outgroup than ingroup members, and expressed more confidence in their judgments of outgroup than ingroup faces. These results cannot be easily attributed to either superficial encoding since children were equally fast in responding to faces of ingroup and outgroup members, or, to characteristics of the photos since all pictures were scaled for level of physical attractiveness, memorability, and typicality of group membership. Results were discussed in terms of theories of face identification, children's eyewitness identification, and the influence of perceptual salience on children's encoding accuracy.

**A120****USING SELF-EFFICACY BOOSTING EXERCISES TO IMPROVE SUCCESS AT NEW YEAR'S RESOLUTIONS**

*Elizabeth Horberg<sup>1</sup>, Richard Koestner<sup>2</sup>, Lina Di Dio<sup>2</sup>, Christopher Bryan<sup>3</sup>, Ruth Jochum<sup>4</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>McGill University, <sup>3</sup>Stanford University, <sup>4</sup>University of Freiburg* – Although previous research has found a reliable association between feelings of self-efficacy and attainment of life goals, the direction of causality in this relation remains uncertain. The present prospective study used a novel self-efficacy enhancing mental exercise to investigate whether increased self-efficacy would predict progress on New Year's resolutions. The exercise required participants to recall previous personal mastery experiences, reflect on vicarious mastery experiences, and identify significant others who would support their current goal efforts. Results showed that the self-efficacy exercise led to significant increases in feelings of self-efficacy 2 weeks and 20 weeks later, relative to control conditions. Furthermore, participants in the self-efficacy condition reported significantly greater goal progress at 20 weeks (but not at 2 weeks) and this goal progress was significantly positively related to increases in self-efficacy. The results point to a causal role for self-efficacy in achieving life goals, and highlight the utility of brief self-efficacy boosting exercises.

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**A121****PRIMING REJECTION AND THE INFLUENCE OF FAIRNESS: DO ACTIVATED CONCEPTS OF SOCIAL REJECTION SHAPE THE INFLUENCE OF PROCEDURAL JUSTICE ON REACTION TO EXPERIENCE?**

*Celia Gonzalez, Tom Tyler; New York University* – This study explores the role of activation of concepts related to acceptance and rejection as they differentially affect the influence of fairness information on social judgment. Based upon relational models of procedural justice it is hypothesized that procedural justice will be more influential when people have been primed with rejection and are motivated to confirm or restore social acceptance, as the fairness of procedures is indicative of ones' connection to a social group. Participants were supraliminally primed with words related to acceptance or rejection, and were then asked to make judgments about several situations in which a representative of an in-group makes a decision that affects the participant. The decision itself was described as either positive or negative, and the decision-making procedures enacted by the representative of the group were described as fair or unfair, implying that the participant either is or is not a valued member of the in-group. Overall, participants were more willing to accept the decision, and evaluated the decision maker more positively, when the decisions were positive as opposed to negative, and when decision-making procedures were fair as opposed to unfair. Further, when fair decision-making procedures lead to negative decisions, participants who were primed with rejection were more willing to accept the decision and evaluated the decision maker more positively, than those primed with acceptance. These results suggest that, as hypothesized, when rejection concerns are heightened, information that is related to social inclusion or positive regard is more influential in the formulation of relevant judgments.

**A122****FAILURE IN A CONTINGENT DOMAIN HURTS. BUT NOT ALWAYS.**

*Yu Niiya, Jennifer Crocker; University of Michigan* – 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 (Crocker, Sommers, & Luhtanen, 2002). Recently, Niiya, Bartmess, & Crocker (2003) found that priming incremental theory of intelligence (i.e. the belief that intelligence is malleable, Dweck, 2000) prevents drops in self-esteem following failure feedback among those high on academic contingency. We theorized that learning orientation had buffering effect on the vulnerability of self-esteem and examined whether endorsing mastery goals would have similar buffering effect on self-esteem. First, we measured participants' contingencies of self-worth and the extent to

which they endorse mastery goals (Elliot & Church, 1997). Then, participants took either an easy or a difficult Remote Association Test (RAT, adapted from McFarlin & Blascovich, 1984) as a manipulation of success and failure. After the RAT, all participants responded to measures of state self-esteem and negative mood. We hypothesized that after taking the difficult RAT, those high in the academic contingency would experience drops in self-esteem and increases in negative mood, but not if they were high on the measure of mastery goals. In line with our hypothesis, participants high in academic contingency and high in mastery goals reported higher self-esteem and lower negative mood than those who were high in academic contingency but low in mastery goals. The results supported the idea that learning orientation serves as a buffer to the vulnerability of self-esteem in a contingent domain.

**B1****AFFECTIVE GROUP IDENTIFICATION MEDIATES THE RELATIONSHIP BETWEEN GROUP TYPE AND COOPERATIVE RESPONSES TO A SOCIAL DILEMMA**

Jay Jackson, Jason Rose, Heather Rehil; *Indiana-Purdue University, Fort Wayne* – Traditional theories of social dilemmas assume that people's behavior is individualistic, selfish, and rational in the sense of maximizing personal outcomes. More recent group identification theories suggest that people often sacrifice personal gains to benefit a larger group. However, tests of the group identification hypothesis have yielded uneven results. We hypothesized that the affective dimension of group identity, relative to evaluative or cognitive dimensions, would reliably predict cooperation and account for different rates of cooperation produced by different types of groups. Twelve six-person social dilemmas were conducted (N=72), evenly spread across three group types: Contrived membership (all six classified as "synthetic perceivers"), academic major (all same major), or campus club (all belonged to same club). In each experimental session, participants were seated in isolated cubicles and each given \$5. Each then had to privately and irrevocably decide to either GIVE his/her money or KEEP it for his/herself. It was made clear that any money given would not be returned, but if \$20 or more was collected in total all six would receive a \$10 bonus (whether or not they personally gave). Several measures were administered, including group identification and rational calculation estimates. While both of these factors were significant and independent predictors of giving overall, cooperation was significantly greater in the club condition than in the contrived condition, and this difference was significantly mediated by the affective dimension of group identity. Suggestions for the theoretical integration of social identity and rational calculation approaches are discussed.

**B2****COMPLEX SELF-SCHEMAS: A COGNITIVE BUFFER AGAINST THE NEGATIVE EFFECTS OF STEREOTYPE THREAT**

Dana Prestwood, Charles Lord; *Texas Christian University* – Despite equal educational opportunities to those offered to male students, female students often receive lower grades in mathematics, especially among students with the highest levels of ability (Benbow, 1988). Stereotype threat has been cited as one cause of underachievement for females, while a feeling of anxiety is noted as one of the underlying mechanisms (Steele & Aronson, 1995). One buffer against anxiety, or stress, and related illness is a complex self-schema (Linville, 1985). The current study supported the hypothesis that females under stereotype threat who were led to create complex self concept maps would score better than females who completed simple concept maps and those that did not complete concept maps on a quantitative section of the Graduate Record Examination. The current study also supported the hypothesis that complex females would score as well as men on the difficult math questions. Both effects were qualified by an interaction with domain identification. Thus, it appears that mathematics stereotype threat can be alleviated for math identified females after completing complex concept maps.

**B3****THE ROLE OF SOCIAL INTERACTIONS IN ELIMINATING THE ATTENTION BIAS TO NEGATIVE INFORMATION**

Kathleen E. Moran, Heather A. Savage, N. Kyle Smith; *Ohio Wesleyan University* – Previous research has shown a negativity bias in attention. However, research has also shown that when participants are primed subliminally with positive words or consciously with positive pictures, more attention is allocated toward positive information, (Smith, Larsen, Chartrand, & Cacioppo, 2003). Given that a laboratory manipulation attenuated the attention bias, we proposed that a real-world manipulation could also attenuate this bias. In this study, we hypothesized that positive and negative social interactions could increase the accessibility of positive and negative constructs, thus directing attention toward affectively congruent

information. During the study, experimenters acted in either a mean or friendly manner toward participants. Following this interaction, participants performed the emotional Stroop task, which measures the amount of attention participants allocate to positive and negative trait adjectives. Results showed a significant interaction between Trait Valence (positive or negative) and Experimenter Style (mean or friendly),  $F(1,16)=4.740$ ,  $p=.045$ . Consistent with previous work on the attention bias, participants in the mean experimenter condition allocated more attention to negative traits than positive traits. However, consistent with our hypothesis, participants in the friendly experimenter condition allocated more attention to positive traits than negative traits. These results suggest that positive or negative social interactions, like those experienced in the real world, can attenuate or amplify the attention bias, respectively. If the attention bias can be attenuated using a real-world manipulation, then the question arises of whether the attention bias is ubiquitous as previously thought or perhaps a result of the negative affect sometimes associated with the laboratory setting.

**B4****AGGRESSIVE ATTITUDES AND BEHAVIORS AS A FUNCTION OF SELF-ESTEEM LEVEL AND INSTABILITY**

Gregory Webster<sup>1</sup>, Lee Kirkpatrick<sup>2</sup>, John Nezelek<sup>2</sup>, Veronica Smith<sup>3</sup>, Layne Paddock<sup>4</sup>; <sup>1</sup>*University of Colorado at Boulder*, <sup>2</sup>*College of William & Mary*, <sup>3</sup>*University of Houston*, <sup>4</sup>*University of Arizona* – In three studies, self-reports of aggression were predicted using participants' trait self-esteem (SE) level and an index of temporal SE instability. In the third study, participants also took part in a laboratory aggression experiment, in which essays they wrote were evaluated positively or negatively and they were given the opportunity to aggress against their evaluators by preparing a sample of hot sauce for them to consume. For self-reports of aggressive attitudes, a gender by SE level by SE instability interaction emerged across all three studies, such that SE level was negatively related to aggression, but only among women with unstable SE and men with stable SE. For behavioral aggression, however, SE level was a positive predictor among women with unstable SE and men with stable SE, but a negative predictor among men with unstable SE. Explanations for the observed gender differences and differences between aggressive attitudes and behaviors are discussed in addition to the broader implications for the SE-aggression relationship.

**B5****INTENSITY BIAS IN SOCIAL AFFECTIVE COMPARISONS**

Katherine White<sup>1</sup>, Leaf Van Boven<sup>2</sup>, Justin Kruger<sup>3</sup>; <sup>1</sup>*Simon Fraser University*, <sup>2</sup>*University of Colorado*, <sup>3</sup>*University of Illinois* – When people encounter hedonic stimuli in social contexts, they are likely to assess the intensity of their own affective reactions compared to others' affective reactions. How and how well do people make these social affective comparisons? In previous field and laboratory studies involving love, physical exertion, fear, anger, and satisfaction with the weather, people judged their own feelings to be more intense than others' feelings. This poster reports two studies of social affective comparisons following national tragedies widely reported in the media: people's affective reactions to the terrorist attacks 9/11 and to the Space Shuttle Challenger explosion. In both, people judged their own feelings to be more intense than others soon after the tragedies. This "intensity" bias dissipated over time: People perceived the intensity of their own feelings to diminish whereas the intensity of others' feelings remained stable over time. In an additional laboratory study, participants judged their own affective reaction to evocative film clips to be more intense than others' reactions, and participants' social comparisons were equally associated with their separate assessments of their own and others' feelings. Taken together, these studies are consistent with the hypothesis that social affective comparisons entail comparisons of one's internal affective experience with others' external affective appearance.

**B6**

**SHE'S A WITCH: EFFECTS OF TEASING AND SEX ON PERCEPTIONS OF POWER** *Julienne Bryant, Monica Harris; University of Kentucky* – Teasing is often considered a way to gain power in social situations. However, few studies have empirically tested this hypothesis. The purpose of the current study was to determine whether people who tease are regarded as being more powerful and whether this effect is moderated by the sex of the individuals involved. Two-hundred-and-fifty-nine undergraduates (117 men and 142 women) answered questions about hypothetical scenarios. The scenarios described a conversation in which one individual made either a teasing or neutral comment to a target individual. Aspects of the scenarios were manipulated in a 2 (subject sex) x 2 (comment vs. tease) x 2 (actor sex) design, with repeated measures on the last two factors. Participants rated the amount of power the teaser/commenter had in the situation, how much the target liked the teaser, how much the target liked the target, who was responsible for the comment, how much the teaser respected the target, and how appropriate the comment was. Results indicated that when individuals made a teasing comment, relative to a neutral comment, they were rated as having more power, liking and respecting the target less, and being liked less by the target. Teasing comments were rated as being less appropriate. Type of comment interacted with target sex on several variables. Compared to other groups, female teasers were rated as being the most powerful, being less liked by the target, and as respecting the target the least. Implications for gender difference in perceptions of teasing are discussed.

**B7**

**GRATITUDE: HELPING WHEN IT REALLY COSTS YOU** *Monica Y. Bartlett, David DeSteno; Northeastern University* – Previous research has found that happiness leads to increased helping as long as the act would not be costly (i.e. would not ruin one's good mood.) Yet, people clearly engage in costly helping. Gratitude is hypothesized to be a distinct, positive emotion that underlies costly helping. It was hypothesized that while feeling happy would discourage helping behavior, gratitude should encourage it. In order to induce gratitude in the lab, a confederate relieved participants of a problem. Happiness was induced via confederate interaction and videotape. The request for costly helping was created via a confederate asking participants to complete a 30-minute problem-solving questionnaire for which participants would receive no credit. Results showed that the emotion manipulation was successful. Participants in the gratitude condition felt more grateful than participants in the happy condition,  $t(54) = 3.15, p < .01$ . As expected, participants in the gratitude condition also helped more than participants in the happy condition,  $t(54) = 1.89, p = .06$ . Examinations within condition found that the amount of felt gratitude positively predicted the amount of helping ( $B = .36, p < .08$ ) while the amount of happiness negatively predicted the amount of helping ( $B = .40, p < .05$ ). Feelings of guilt were also found to affect helping. The results offer initial support for gratitude's distinct role in encouraging costly helping behavior. Future research directions will be discussed.

**B8**

**ACCURACY IN COMMUNICATING EMOTION WITHIN AND ACROSS CULTURAL GROUPS: A SOCIAL RELATIONS ANALYSIS** *Hillary Anger Elfenbein<sup>1</sup>, Maw Der Foo<sup>2</sup>, Hwee Hoon Tan<sup>2</sup>, Jennifer Boldry<sup>3</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>National University of Singapore, <sup>3</sup>Montana State University* – Measuring accuracy in communicating emotion, a block-round robin design optimized around reliable estimation of the components of Kenny's (1994) Social Relations Model, using a large number of participants serving as expressors and perceivers and multiple judgment replications per dyad. After demonstrating significant and interpretable individual differences in both emotion recognition and expression accuracy, the study provides the first evidence for

systematic relationship effects. That is, some dyads "clicked" or "crossed wires," even controlling for individual skill. Results replicated with judgments of in-group and out-group members among Chinese and Malay in Singapore. These findings have implications for research on emotional intelligence, by documenting that effective communication of emotion is complex and combines individual differences with factors beyond the individual level.

**B9**

**RESPECT IN CLOSE ROMANTIC RELATIONSHIPS** *Susan S. Hendrick, Clyde Hendrick; Texas Tech University* – Respect appears to be an understudied facet of romantic relationships. Respect as a construct has been implied in work on relational conflict and abuse, where disrespect may be central to relationship problems. Respect has been acknowledged as central to relationships (e.g., Feeney, Noller, & Ward, 1997; Gottman, 1994) and has been recently studied through a prototype approach (Frei & Shaver, 2002). Based on work by Lawrence-Lightfoot (2000), who articulated six dimensions of respect (empowerment, hearing, dialogue, curiosity, self-respect, and attention), we designed brief measures of respect for partner and perceived partner respect for the self. We assessed over 250 college students in romantic relationships, and based on preliminary analyses, six pairs of parallel items measuring "respect toward partner" and "perceived partner respect toward self" were retained. CFA indicated solid indices for both scales. Initial validation included correlations of the two respect scales with love and sexual attitudes, self-disclosure, satisfaction, and commitment. All correlations were in the expected directions, and those with satisfaction and commitment were especially noteworthy. Both respect scales (along with passionate love) were positive predictors of relationship satisfaction. Men and women did not differ in their respect for partners, but women, more than men, perceived themselves to be respected by their partners. Although much research (and media) attention focuses on incidents of disrespect, it is important to further explore respect as a positive force in romantic, partnered relationships.

**B10**

**LONGITUDINAL GAINS IN SELF-CONTROL** *Megan Oaten, Ken Cheng; Macquarie University, Sydney* – Recent research proposes that human beings have a limited capacity for self-regulation. There is some evidence that it is possible to improve the capacity for self-control through practice (Muraven & Baumeister, 1999). The present study tested whether the repeated practice of self-control could improve regulatory strength over time. Regulatory performance was assessed at baseline, then at monthly intervals for a period of 4 months using a visual search under distraction paradigm. Perceived stress, emotional distress and general regulatory behaviour were assessed by questionnaire. Following a two-month control phase, participants entered a two-month self-control exercise phase designed to increase regulatory strength: an exercise program that required maintaining an expenditure of regulatory effort. Relative to the control phase, participants who practiced the self-control exercises showed significant improvement in self-regulatory capacity as measured by an enhanced performance on the visual search task under distraction following a thought-suppression task. During the self-control exercise phase, participants also reported significant decreases in perceived stress, emotional distress, smoking, alcohol and caffeine consumption, and an increase in healthy eating, emotional control, maintenance of household chores, attendance to commitments, monitoring of spending and an improvement in study habits. The control phase showed no systematic changes in performance on the visual search task under distraction across sessions. Reports of perceived stress, emotional distress and regulatory behaviour were also stable across sessions. These findings support the view that self-control operates like a muscle that can be strengthened via repeated practice.



**B11****THE EFFECTS OF IN-GROUP ATHLETIC SUCCESS VERSUS FAILURE ON CARDIOVASCULAR REACTIONS DURING A SUBSEQUENT INDIVIDUAL TASK**

*Mark Seery, Max Weisbuch, Brooke Vick, Jim Blascovich; University of California, Santa Barbara* – One implication of social identity theory is that an individual can be affected by outcomes experienced by other members of his or her in-group. Hirt, Zillmann, Erickson, and Kennedy (1992) demonstrated this phenomenon in the domain of sports fandom: college basketball fans reported higher expectations for their own performance on several tasks after watching their favorite team win versus lose. However, it remains unclear if such effects (1) occur spontaneously and (2) persist once actual performance of the task has begun. The biopsychosocial model of challenge and threat (Blascovich & Tomaka, 1996) provides a way to address these issues with the use of physiological measures. The model holds that evaluations of situational demands and personal resources determine to what extent a positive (challenge) versus negative (threat) motivational state is experienced during active task performance; these motivational states can then be indexed on-line by cardiovascular responses. We recruited American participants who were highly patriotic and presented them with one of three videotapes of Olympic swimming races: Americans winning, Americans losing, or no Americans competing. After viewing the tape, participants completed an individual word-finding task, during which cardiovascular responses were recorded. Consistent with predictions, we found that participants exhibited significantly greater challenge after watching Americans win, relative to the other conditions. These findings have implications for social identity theory as well as for the range of possible influences on active performance processes.

**B12****BRACING FOR OTHERS**

*Kate Dockery, James Shepperd, Patrick Carroll; The University of Florida* – Research shows that people often “brace for bad news”, lowering their expectations about future outcomes when anticipating information that might challenge an optimistic outlook (Shepperd, Oullette, & Fernandez, 1996). By lowering their expectations, people reduce or avoid feelings of disappointment that arise when outcomes turn out poorly (Carroll, Dockery, & Shepperd, 2003). We examined whether people also brace for the outcomes of close friends. Pairs of friends participated in a videotaped mock interview in which the “interviewee” responded on camera to questions asked by the “interviewer” off-camera. The experimenter initially told participants (Time 1) that they videotape would not be evaluated for several days, but later told participants (Time 2) that they tape was just evaluated and that the interviewee would receive performance feedback in a few moments. Participants estimated how well the interviewee performed in the interview at both Time 1 and Time 2. The results revealed no evidence for bracing for friends. Rather, only participants who anticipated imminent feedback about their personal performance braced. Specifically, the interviewees estimated a worse performance at Time 2, just prior to receiving feedback, than at Time 1, when no feedback was expected. By contrast, the interviewers were optimistic about the interviewee’s performance at both Time 1 and Time 2. Moreover, their ratings of the interviewee’s performance tended to become more positive (i.e., more optimistic) from Time 1 to Time 2. We discuss possible reasons why people do not brace for their friends.

**B13****APPEARANCE-BASED EXCLUSION AS A THREAT TO SELF-WORTH**

*Jorgianne Civey Robinson<sup>1</sup>, Rick Hoyle<sup>2</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>Duke University* – We investigated the influence of feedback regarding inclusionary status on state self-esteem as a function of trait self-esteem and different criteria for inclusion or exclusion. Several weeks after completing a measure of trait self-esteem, college student participants were either included or excluded from a group based on their appearance, attitudes, or an ambiguous criterion. In general, we expected the strongest effects for inclusionary status when the criterion was appearance. Specifi-

cally, we predicted that, for low self-esteem participants, exclusion would result in lowered state self-esteem. For high self-esteem participants, we predicted that exclusion would result in a defensive reaction in the form of increased state self-esteem and lowered negative affect. Hierarchical regression analyses provided support for our prediction concerning low trait self-esteem participants. For these participants, appearance-based exclusion provided a particularly “hard-hitting” blow to state self-esteem. That is, when low self-esteem participants were excluded based on their appearance, they reported lower state self-esteem than when they were excluded based on their attitudes or an ambiguous criterion. This effect held true for both females and males. We found no evidence supporting our prediction concerning high self-esteem participants, and there were no effects of inclusion regardless of criterion. These findings highlight the relative strength of appearance-based exclusion, irrespective of gender. Future studies will include individual differences in the contingency of self-esteem on appearance as a potential moderator of this effect.

**B14****THE INFLUENCE OF OBJECTIFYING SITUATIONS AND ETHNIC IDENTITY ON FEELINGS OF SELF-OBJECTIFICATION AND BODY SHAME**

*Ahrona Chand, Nilanjana Dasgupta; University of Massachusetts, Amherst* – The goal of the present research was to examine the influence of objectifying environments and ethnic identity on self-objectification and body shame among White American women compared to South Asian American women. Women of South Asian descent who were born and raised in the U.S. (South Asian Americans) and women of European descent who were born and raised in the U.S. (White Americans) were either exposed to an objectifying situation in which they tried on a form-fitting and revealing Lycra shirt or to a non-objectifying situation in which they tried on a loose cotton shirt. Following this manipulation, we assessed participants’ feelings of self-objectification, and body satisfaction vs. shame. Results revealed that South Asian Americans were more likely to experience body shame in response to the objectifying situation compared to the non-objectifying situation. In contrast, White American women responded with similar levels of body shame in both objectifying and non-objectifying situations. The data suggest that women’s responses to appearance-related situations vary as a function of their ethnicity. Membership in an ethnic group (such as South Asian) that promotes a more full-figured body shape and size may protect women in those groups from experiencing body dissatisfaction and shame in non-objectifying situations but not protect them in objectifying situations.

**B15****JUDGMENTS OF ADULT-ADOLESCENT SEXUAL RELATIONSHIPS**

*Miranda A. H. Horath<sup>1</sup>, Roger Giner-Sorolla<sup>2</sup>; <sup>1</sup>University of Surrey, UK, <sup>2</sup>University of Kent, UK* – While illegal and potentially exploitative, sexual relationships between adults and adolescents below the age of consent are not always vilified, are often a topic of controversy, and are sometimes even glamorized in the media. 347 participants (123 adolescents and 224 young adults) were asked via questionnaire to judge three relationships involving a 30 year old adult and a younger person, which were presented to them with minimal information, varying the age of the young person (9, 14 or 22 years old) and the sex of the people in the relationship. We found that (a) adult-adolescent relationships were judged more leniently than relations between adults and pre-adolescents; (b) relationships involving an older woman were judged less severely than those involving an older man (double standard bias), but there was no heterosexuality bias; (c) adolescent females were seen as more responsible for the relationship than adolescent males (“Lolita bias”); (d) the double standard was mediated primarily by emotions of anger and disgust, not harm or responsibility attributions; (e) unexpectedly, adolescents themselves were not more tolerant of the adolescent relationship, but attributed more wrongfulness and responsibility to the younger person in such a relationship; (f) a contrast effect in judgment occurred, such that cases involving adolescents were judged more

leniently when presented after a pre-adolescent case than when presented after a case involving two adults. The consequences of these findings for public opinion of consent laws, educating adolescents, and prosecuting such cases in the courtroom are discussed.

**B16**

**SPREADING POPULARITY OF TWO MUSICAL ARTISTS: A "TIPPING POINT" STUDY** *Alan Reifman<sup>1</sup>, Laihan Lee<sup>2</sup>, Malathi Apparala<sup>1</sup>; <sup>1</sup>Texas Tech University, <sup>2</sup>University of Florida* – Gladwell's (2000) book "The Tipping Point" provided a framework for studying the spread of popular culture, diseases, and behavioral changes, particularly trends exhibiting sudden, abrupt changes. This framework focuses on three classes of people who spread ideas: "connectors" (who know large numbers of other people), "mavens" (experts others trust), and "salesmen." The message itself, in terms of whether it is "sticky" (attention-grabbing, memorable, etc.), and the environment or context in which transmission occurs are also important in potentiating tipping points. The present study involved the development of a tipping-point measurement instrument and its initial application, to the growing popularity of two musical artists, country singer Pat Green (in one study) and rapper "50 Cent" (in another). Students in a university research methods course administered surveys to friends whom they thought might be fans of one of the artists. One key item asked respondents (i.e., fans) the number of people they had told about Pat Green (or 50 Cent). Results showed that for each artist, most fans had told relatively few people (10 or fewer) about the target artist, but a few fans told large numbers of people (50, 100, or more). This is consistent with Gladwell's notion of "connectors" or the term "super-spreaders" that has been used in SARS news coverage. Other questionnaire items, both open- and closed-ended, have allowed us to probe characteristics of these "spreaders," what about the artists and their music is perceived by fans as "sticky," and other questions relevant to the tipping-point framework.

**B17**

**TAILORING HEALTH MESSAGES TO MONITORING/BLUNTING STYLES FOR MOTIVATING HEALTH BEHAVIORS** *Pamela Williams-Piehotka, Stephanie Navarro, Ashley Cox, Linda Mowad, Sharon Garcia, Nikki Katulak, Peter Salovey; Yale University* – According to the Cognitive-Social Health Information-Processing (C-SHIP) Model (Miller, Shoda, & Hurly, 1996), individuals tend to have either a monitoring or blunting style of attending to and processing personally-threatening health information. Monitors characteristically attend to and amplify health threats, while blunters distract themselves from and minimize threatening health information. The purpose of these two experiments was to determine whether providing messages tailored to individuals' monitoring/blunting styles is especially effective in motivating health behaviors. In Study 1, 509 female callers to the National Cancer Institute's Cancer Information Service (CIS) were stratified by their monitoring/blunting style and randomly assigned to receive a monitor or blunter telephone message as well as a similarly-tailored pamphlet promoting mammography use. They were called 6 months later to determine whether they had obtained a mammogram. In Study 2, 494 CIS callers were stratified by their monitoring/blunting style and randomly assigned to receive a monitor or blunter telephone message and a packet of similarly-tailored materials promoting fruit and vegetable consumption. They were called 1 month later to ascertain their fruit and vegetable intake. In each study, results revealed significant interactions between monitoring/blunting style and message type, but, upon decomposing the effects, tailoring was more effective for blunters than for monitors. Together, the findings provide partial support for the hypothesis that messages tailored to monitoring/blunting styles tend to be better at motivating health behaviors than mismatched messages; the tailored messages were especially effective for blunters.

**B18**

**CLOSE RELATIONSHIPS IN THE UNITED STATES AND THE UNITED KINGDOM: EXAMINING THE INFLUENCE OF CULTURAL VALUES ON LOVE STYLES** *Stanley Gaines Jr.<sup>1</sup>, Deletha Hardin<sup>2</sup>, Robin Goodwin<sup>1</sup>, Toby Robertson<sup>1</sup>, Nektaria Pouli<sup>1</sup>, Helen Morley<sup>1</sup>; <sup>1</sup>Brunel University, <sup>2</sup>The University of Tampa* – In the present research, we examined the impact of five cultural values (i.e., individualism, collectivism, familism, romanticism, and spiritualism) on six love styles (i.e., eros, ludus, storge, mania, pragma, and agape) among heterosexual relationships in two nations (i.e., the United States and the United Kingdom). In both nations, we tested the following hypotheses: (1) Individualism will be a positive predictor of ludus; (2) collectivism will be a positive predictor of storge; (3) familism will be a positive predictor of pragma; (4) romanticism will be a positive predictor of eros; (5) romanticism will be a positive predictor of mania; and (6) spiritualism will be a positive predictor of agape. In the U.S. (n = 106), three hypotheses were supported (i.e., familism was a significant positive predictor of pragma; romanticism was a significant positive predictor of eros; and romanticism was a significant positive predictor of mania); whereas in the U.K. (n = 103), one hypothesis was supported (i.e., familism was a marginal positive predictor of pragma). Implications for the study of nationality as a potential moderator of personal relationship processes are discussed.

**B19**

**THE ROLE OF SOCIAL ANXIETY IN CHALLENGE AND THREAT: PSYCHOPHYSIOLOGICAL RESPONSES TO SOCIAL INTERACTION** *Max Weisbuch, Mark Seery, Addie Brewer, Larissa Felt, Jim Blascovich; University of California, Santa Barbara* – Social interaction can engender varying amounts of unrest. "Social anxiety" refers to the amount of discomfort individuals characteristically experience during social interaction. Persons differing on measures of trait social anxiety should therefore also differ on the amount of discomfort they experience during social interaction. Measurement of the relationship between dispositional social anxiety and discomfort experienced during social interaction, however, has proven to be difficult. Although experiments utilizing self-report measurement suggest a positive relationship, the correspondence of such retrospective measures to on-line experience is notoriously imperfect (e.g., Nisbett & Wilson, 1977; Pennebaker & Epstein, 1983). Behavioral observation and heart rate measurement techniques have yielded conflicting or inconclusive findings in this domain, perhaps because such measures are not clearly related to psychological states. The experiment reported here utilized the biopsychosocial model of challenge and threat (Blascovich & Mendes, 2000; Blascovich & Tomaka, 1996) to investigate the relationship between social anxiety and psychological and physiological states during an actual social interaction. Individuals higher in self-reported trait social anxiety exhibited greater threat during an interaction than individuals lower in social anxiety, even after controlling for other related dispositional variables. In order to provide converging validity for the causative role of social anxiety in challenge and threat, we manipulated a variable thought to be involved in social anxiety. Participants exposed to an interpersonal acceptance prime exhibited lesser threat than did other participants during social interaction. We discuss possible mechanisms underlying these effects.

**B20**

**THE INFLUENCE OF ANGER ON RELEVANT AND IRRELEVANT INFORMATION PROCESSING TASKS** *Wesley Moons, Diane Mackie; University of California, Santa Barbara* – Research investigating the influence of affect on cognition has heavily focused on the general valence of the experienced affect. Little research has examined the singular properties of distinct emotional states such as anger. A persuasion paradigm was used to identify what information processing approach people use in angry versus neutral moods and when the emotion is relevant versus irrelevant to the persuasive message. In this experiment, participants wrote an essay about their future goals and dreams. They then received

very harsh and critical feedback and were told it was either about their essay (anger) or about an essay that another participant wrote the day before (neutral). The feedback insulted the essay writer for being either materialistic or boring. Once participants completed reviewing the feedback they were asked to provide their attitude on a separate message ostensibly for the economics department. As a manipulation of relevance, the persuasive message claimed that college students were financially responsible. This message is relevant to participants insulted for being materialistic but irrelevant to participants insulted for being boring. Results indicated that only participants who were angry or received an insult relevant to the message were more likely to process the message systematically. These results contradict previous findings that anger induces heuristic processing.

## B21

**PRELIMINARY RELIABILITY AND VALIDITY OF THE ATTITUDES TOWARD NONTRADITIONAL RELATIONSHIPS SCALE** *Kara M. Christopher, Kristine M. Kelly; Western Illinois University* – Much of the research on stigma and out-group perception tends to focus on groups or individuals as targets of prejudicial behavior. A review of the literature indicated that there are no scales designed to measure people's attitudes toward nontraditional relationships. Rather, when attitudes towards interracial dating and/or marriage are assessed, often one-item attitude measures are used. Thus, there is a need for a better way to measure attitudes toward nontraditional relationships, which was the purpose of the current study. A sample of 142 participants was used for psychometric analyses. Participants completed a questionnaire packet that included the Attitudes Toward Nontraditional Relationships Scale (ATNR) currently under development. A second sample of 57 participants was used for validity analyses. Participants in this sample were given a questionnaire packet with the ATNR and measures of prejudice, authoritarianism, social dominance, and attitudes. The final 20-item ATNR demonstrated reliability with a coefficient alpha of .88. Validity of the scale scores was indicated in that the ANTR correlated in expected ways with prejudicial attitudes, authoritarianism, social dominance, and religious orientation. Discriminant validity was shown using the Big Five Inventory. The ATNR is the first instrument to be developed for the purpose of directly measuring individuals' attitudes toward nontraditional relationships. Thus, the ATNR has the potential to be a useful tool in future work regarding prejudice and discrimination in the context of gay, lesbian, and interracial relationships.

## B22

**SENSITIVITY TO FACIAL AFFECT IN THE SHY AND THE NON-SHY** *Lynne Henderson, Philip Zimbardo; Stanford University* – We investigated whether shy people perceive and respond to facial expressions of emotion differently than the non-shy. They are more sensitive to sensory, olfactory, auditory, and visual stimuli, and shyness clinic clients are higher in interpersonal sensitivity, consistent with other research showing that socially anxious people are more sensitive only to facial expressions related to social threat, such as anger or fear. Studies of emotion over the last two decades demonstrates that affective responses can occur automatically without cognitive processing, and is evolutionarily adaptive, for recognizing predators and sources of social support. Automatic over-reactions to social threat may interfere with realistic, objective processing of data, however, and social phobics show greater amygdala activation in response to neutral faces than controls, while giving equivalent subjective ratings. Are shy individuals indeed more sensitive and reactive to other human faces, and do these reactions bypass cognitive processing? Are they more sensitive to all emotions? In this study we replicated the procedures of a recent study of the categorization of Ekman's six basic emotions using full-color stills taken from high-resolution video images using morphs of actors transitioning from neutral affective states to full-blown emotions. We predicted that shy individuals would rate equivalent video images as more intense than the non-shy,

particularly when they were more ambiguous, and would experience more emotion in response. Results showed that were more sensitive to disgust, but less sensitive to fear, sadness, happiness, and surprise, and there were significant interactions with gender for both sensitivity and emotional responses.

## B23

**SELF-CONTROL IS EASIER WHEN IT IS FOR ME: INTRINSIC MOTIVATION AND DEPLETION OF SELF-CONTROL STRENGTH** *Mark Muraven; University at Albany* – Prior research has found that exerting self-control may deplete a limited resource, leading to poorer self-control performance until that strength is regained. However, self-control tasks may differ in how much strength they deplete. In particular, exerting self-control for extrinsic reasons may take more self-control strength than exerting self-control for intrinsic reasons. In Experiment 1, participants who were given a task contingent reward for exerting self-control performed more poorly on a subsequent test of self-control than participants who were given a task non-contingent reward for performing the same initial self-control task. Experiment 2 replicated these results using autonomy support (which should increase intrinsic motivation) versus no autonomy support (which has been found to undermine intrinsic motivation). In Experiment 3, participants were asked to not eat cookies. The more participants were intrinsically orientated for resisting the cookies, the better they performed on a later test of self-control. The results were not due to anxiety, stress, unpleasantness or reduced motivation among extrinsically orientated participants. Motivation orientation may mediate the relationship between self-control demands and the depletion of self-control strength. Because intrinsically motivated self-control is less depleting than extrinsically motivated self-control, the results may help explain why internally-driven self-changes (e.g., quitting smoking, dieting) are more likely to succeed than externally-driven changes.

## B24

**COMPENSATING FOR PERCEIVED STIGMAS: ARE COPING STRATEGIES EFFECTIVE?** *Michael Dudley; University of Kentucky* – The purpose of this study was to investigate the effects of stigmatization on the social interactions of two previously unacquainted individuals. Specifically, it was hypothesized that individuals (the target) who thought they had been stigmatized by their interaction partner (the partner) would try to compensate for their stigma by using some form of coping strategy during the interaction, thereby preserving their positive perceived self-image. The interaction partners, however, even though they were not made aware of the stigma manipulation, should be able to pick up on subtle differences in the demeanor of the target and rate the interactions with the stigmatized individual as faring worse than the interactions with a non-stigmatized individual. Results of a one-way (stigmatized or non-stigmatized) ANOVA indicated that stigmatized individuals did not rate the interaction any differently ( $M = 5.35$ ) than did non-stigmatized individuals ( $M = 5.19$ ), ns. However, stigmatized individuals did rate their own positive affect significantly higher after the interaction ( $M = 3.13$ ) than did non-stigmatized individuals ( $M = 2.80$ ),  $F(1, 61) = 5.70$ ,  $p = .02$ ,  $\eta^2 = .09$ . On the other hand, the interaction partners rated the interactions with stigmatized individuals significantly worse ( $M = 5.12$ ) than interactions with non-stigmatized individuals ( $M = 5.67$ ),  $F(1, 61) = 4.15$ ,  $p < .05$ ,  $\eta^2 = .06$ . These results suggest that although such coping strategies make stigmatized individuals feel better about themselves, they actually have a deleterious effect on interpersonal interactions. Implications of this research for both stigma coping strategies and self-esteem maintenance are discussed.

## B25

**IDENTITY SALIENCE AND CONTINGENCIES OF SELF-WORTH** *Amy Trahan; University of Michigan* – The role of affective processes in social identities is not often explored by experimental

research. In this study, I examined the effect of social identity salience on self-assessed contingencies of self-worth (Crocker and Wolfe, 2001). Based on work by Shih and colleagues (Shih et al. 1999, 2001) which shows a link between identities and performance in domains stereotypically related to those identities, I hypothesized that participants would base their self-worth more heavily upon those domains stereotypically related to a salient identity. An experimental survey revealed that identity salience manipulations affect which domains participants most heavily base their self-worth upon at a given point in time. Specifically, Asian-American participants who had responded to a questionnaire with ethnicity-related questions were more likely to base their self-worth on issues such as academic competence and God's love, both stereotypically related to the Asian identity. Likewise, when participants responded to questions related to gender issues, women were more likely to base their self-worth on appearance, while men were more likely to care about competition. These results point to one role of social identities in assessments of self-worth: Identity salience orients people toward identity-relevant tasks, and their performance on those tasks becomes disproportionately important for state self-esteem. Understanding the role of identity salience in determining self-worth can help managers to design workplace environments which emphasize those category cues most advantageous for strong organizational performance.

#### B26

**PSYCHOLOGICAL AND BEHAVIORAL CORRELATES OF CONNECTEDNESS TO THE CRIMINAL COMMUNITY AND TO THE COMMUNITY AT LARGE** *Debra Mashek, Emi Furukawa, Jeff Stuewig, June Tangney; George Mason University* – Can people feel simultaneously connected to very different communities? And, is connectedness to different communities associated with different psychological attributes? We examined incarcerated offenders' (N = 175) sense of connectedness to the criminal community and to the community at large. Results indicated that (a) connectedness to the community at large is orthogonal to connectedness to the criminal community ( $r = -.01$ ); (b) connectedness to the community at large is correlated positively with character strengths and negatively with criminogenic beliefs, while the opposite pattern emerged for connectedness to the criminal community; and (c) connectedness to the community at large moderates the relationship between criminal connectedness and indicators of psychological adjustment, suggesting that the costs and benefits of community connectedness depend a great deal on what other kinds of connections the individual subjectively experiences. The interactions indicate that when individuals are not connected to the community at large, it is not detrimental to be connected to the criminal community. However, when individuals are connected to the community at large, also being connected to the criminal community is associated with psychological maladjustment and problematic behaviors (e.g., drug abuse). In sum, connectedness to the criminal community is especially problematic when it occurs in tandem with connectedness to the community at large.

#### B27

**“BUT THAT’S WHAT ALL MY FRIENDS THINK”: THE EFFECTS OF SMALL GROUP MEMBERSHIP ON WOMEN’S PERCEIVED DISCREPANCY FROM WEIGHT-RELATED NORMS** *Kate H. Nintzel, Catherine A. Sanderson; Amherst College* – This research examines the effects of small group membership on feeling discrepant from weight-related norms as well as whether group membership moderates the consequences of perceiving such a discrepancy. Eighty-two college women, who belonged to one of three small groups, participated in this study. The small groups represented were a weight-based athletic group (e.g., cross country runners), a strength-based athletic group (e.g., field hockey), and a non-athletic group (e.g., all women's singing groups). Participants completed a questionnaire measuring their own as well as their perception of the average female students' actual and ideal body size, body dissatisfaction, and motivation for exercise. Analyses, controlling

for actual BMI, revealed that although women in general believe their actual and ideal body size are larger than that of other women, weight-based athletes, in comparison with strength-based athletes and non-athletes, feel least discrepant from weight-related norms. Specifically, strength-based athletes and non-athletes believe their ideal figure is larger than that of other women on campus and that they are more dissatisfied with their bodies than other women, whereas weight-based athletes see no discrepancy on such measures between themselves and their peers. Small group membership also moderated the consequences of feeling discrepant from weight-related norms on disordered eating: Singing group members who believe they are larger than other women show a greater focus on weight than those who believe they are smaller than others, whereas athletes are not influenced in terms of weight concerns by their perceived discrepancy from others.

#### B28

**IN PURSUIT OF INTIMACY: THE EFFECT OF INTIMACY GOALS ON PARTNER SELECTION STRATEGIES** *Emily J. Keiter, Catherine A. Sanderson; Amherst College* – This research examined whether individuals with a strong focus on intimacy goals in their dating relationships prefer particular dating partners and gravitate towards particular social settings in order to fulfill such goals. Ninety single college students (38 men, 52 women) completed a questionnaire assessing intimacy goals in dating, attachment style, the traits and goals they preferred in a potential partner, and the settings they chose for partner pursuit. Individuals with a strong focus on intimacy goals in their dating relationships showed particular patterns of pursuit of the dating task, including a preference for dating partners who share their focus on intimacy goals, hold similar attitudes and interests, and have a secure attachment style. People with a strong focus on intimacy goals were also especially unlikely to pursue dating partners in the context of a party or bar scene. Findings from a four-month follow-up revealed that men with a strong focus on intimacy goals were more likely to have entered a dating relationship than men without such a focus, whereas women with a strong focus on intimacy goals were actually less likely to have entered a dating relationship than those without such a focus. The results suggest that individuals with a strong focus on intimacy goals in dating use particular strategies for accomplishing such goals, including spending time in particular types of social settings and selecting particular types of dating partners, and that these strategies may work differently for men versus women.

#### B29

**PREDICTING WOMEN'S WEIGHT CONCERNS: A COMPARISON BETWEEN WOMEN AT COEDUCATIONAL VERSUS SINGLE-SEX COLLEGES** *Diana M. Rancourt, Catherine A. Sanderson; Amherst College* – This research examines differences in the predictors of weight concerns between women attending a coeducational college versus those attending an all-female college. Fifty-one women attending a coeducational institution and 50 women attending a single-sex institution responded to measures assessing their actual and ideal body shape, body dissatisfaction, general self-esteem, school and appearance-related self-esteem, awareness and internalization of sociocultural norms for thinness in women, and concern with weight. Although there was no overall difference between weight concerns for women attending these different schools, concern with weight was associated with different constructs. The only significant predictor of weight concerns for women attending the single-sex college was lower appearance-related self-esteem. In contrast, weight concern was associated with a number of constructs in the women attending the coeducational college, namely current figure, ideal figure, internalization of sociocultural norms, and body dissatisfaction. For women attending a coeducational college, a larger actual body shape, a smaller ideal body shape, greater body dissatisfaction, and greater internalization of sociocultural norms were all associated with weight concerns, above and beyond the effects of BMI. These findings suggest that weight concern among women at a single-sex school is associated

primarily, and not surprisingly, simply with women's self-confidence regarding their physical appearance. In contrast, weight concern among women at a coeducational school is associated with a broader range of constructs, including internalization of societal norms regarding weight, their own actual and ideal shapes, and their overall body dissatisfaction, and hence represents a more complex, and potential difficult to change, problem.

### B30

**RESISTANCE TO PERSUASIVE MESSAGES AS A FUNCTION OF MAJORITY AND MINORITY SOURCE STATUS** *Robin Martin; University of Queensland, Brisbane, Australia* – This poster describes three experiments, which examines the extent to which attitudes following majority and minority influence are resistant to counter-persuasion. Based upon a cognitive response approach, it was hypothesized that if minority influence leads to systematic processing of its message (as predicted by Moscovici, 1980), then attitudes formed following exposure to a minority should be more resistant to counter-persuasion than attitudes formed following exposure to a majority. If attitude change does not occur via systematic processing, as is predicted in the case of majority influence, then these new attitudes should not be resistant to counter-persuasion. In Experiment 1, participants' attitudes were measured after being exposed to two messages that argued opposite positions (initial pro-attitudinal message and subsequent, counter-attitudinal countermessage). Attitudes following minority endorsement of the initial message were more resistant to a (second) countermessage than attitudes following majority endorsement of the initial message. Experiment 2 replicated this finding when the message direction was reversed (counter-attitudinal initial message and pro-attitudinal countermessage) and showed that the level of message elaboration mediated the amount of attitude resistance. Experiment 3 included conditions where participants received only the countermessage and showed that minority-source participants had resisted the second message (countermessage) rather than being influenced by it. These results show that minority influence induces systematic processing of its arguments that leads to attitudes that are resistant to counter-persuasion.

### B31

**SPONTANEOUS AND INTENTIONAL COMPONENTS OF THE SOCIAL INFERENCE PROCESS** *Jaap Ham, Roos Vonk; University of Nijmegen* – Within the research area of trait attribution, recent three-stage models of the process of social inference remain unclear about the nature of the inferences drawn in each stage. Little empirical attention has been spent to the first stage. Also, inferences drawn in the second stage (and corrected in the third stage) happen relatively effortlessly, and, therefore, seem comparable to spontaneous inferences. However, in trait attribution research, processing goals influence social inferences, whereas in spontaneous inference research, this influence is not expected or found. By bridging the differences between these research areas, current studies allow for a specification of the nature of the inferences drawn in each stage. In the first study, social inferences were measured as in the research area of spontaneous inferences, and, in the second study, as in the research area of trait attribution. Furthermore, the studies were identical. To examine all three stages of the social inference process, processing goals and cognitive load were manipulated in both studies. The results fitted our expectations: Spontaneous inferences occurred independent of processing goals and cognitive load, whereas social inferences as measured in trait attribution research were dependent on both. Based on these results, we propose that in the first stage of models of social inference, spontaneous inferences take place, independent of processing goals. In the second stage, another type of social inference –intentional inferences – is drawn, dependent on goals. In the third stage, correction of these latter inferences takes place, dependent on cognitive capacity.

### B32

**FRAME-AND-COMPARE EVALUATION (FACE) MODEL OF AFFECTIVE PERSON JUDGMENT** *Kirsten Ruys<sup>1</sup>, Russell Spears<sup>2</sup>, Ernestine Gordijn<sup>3</sup>, Nanne de Vries<sup>4</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>University of Cardiff, <sup>3</sup>University of Groningen, <sup>4</sup>Maastricht University* – How might evaluations of persons influence automatic evaluations of other people? We present a 2-step model in which we propose that evaluations of a target person can be influenced by a preceding context-person by two related but distinct sorts of comparison. First a preliminary comparison process determines whether context and target belong to the same frame of comparison (the comparability judgement). Second, in the event of comparability the context and target are compared (the comparison outcome). We assume the first process is generally automatic whereas the second can be relatively less automatic. In previous research testing our FACE model we demonstrated that the suboptimal presentation of a morph between two persons activates a comparison frame resulting in interpersonal comparison, and evaluative contrast of the target from the valence of the first person. However, we hypothesize that the conscious perception of a morph may focus attention on the (facial) similarities between persons and prompt the (conscious) comparison outcome resulting in evaluative assimilation. In other words, the same stimulus should produce opposite effects depending on whether it is conscious or unconscious. The results of five experiments provide support for the two comparison processes.

### B33

**EMPHASIZING INTERGROUP SIMILARITY CAN MODERATE STEREOTYPE THREAT** *Harriet Rosenthal, Richard Crisp, Catriona Stone, Natalie Hall, Russell Hutter, Matthew Farr, Terry Eskenazi-Behar; University of Birmingham* – There is now an increasing canon of evidence demonstrating Stereotype Threat effects (e.g., women's math test performance being lower if having first been told that they will be compared with men). We combined work in this area with that on intergroup similarity and intergroup bias. On the basis of research that has found intergroup similarity to moderate intergroup evaluations (e.g., by emphasising a shared superordinate social categorization such as in work on the Common Ingroup Identity Model) we predicted that considering cross-cutting characteristics would attenuate the stereotype threat effect. This is because reducing the salience of the ingroup/outgroup distinction should correspondingly reduce the tendency to self-categorize. We found that women's performance on a maths test improved after having considered characteristics shared between women and men (a task designed to weaken the salience of the gender categorization). Furthermore, on a subsequent careers questionnaire we found that compared to a control condition where women preferred stereotypically-judged female careers over stereotypically-judged male careers, those who had considered characteristics that overlapped between women and men showed no such preference. Finally, the improved performance on the maths test following generation of overlapping characteristics mediated the tendency for women to consider more diverse career opportunities. The implications of these findings for work on stereotype threat are discussed.

### B34

**THE IMPACT OF ATTRIBUTIONAL PROCESSES ON TRIGGERED DISPLACED AGGRESSION** *William Pedersen<sup>1</sup>, Norman Miller<sup>2</sup>; <sup>1</sup>California State University, Long Beach, <sup>2</sup>University of Southern California* – The current study examined the role of attributional processes on triggered displaced aggression and proposed a new model of aggressive behavior that specifies the conditions wherein affect vs. attributions would predict the degree of aggressive responding. Following an initial provocation from the experimenter, participants experienced a minor provoking event (i.e., a trigger) from another individual (i.e., the target) who was either positive or neutral in initial valence. Furthermore, the target's behavior was presented as either consistent or inconsistent with participant's expectations. Consistent with the model's predictions,

attributions for the trigger predicted the degree of aggression towards targets whose behavior had violated the expectations of participants. When no such expectancy violation occurred, only negative affect generated by the minor provocation predicted aggression. Furthermore, results indicated that initial feelings toward a provoking target impacted aggressive responding by influencing attributions made for a target's provoking action. When faced with a minor provocation, individuals were more likely to spontaneously attribute that event to external causes for people they like (e.g., positive valence targets), thus reducing both the amount of negative affect generated by the provocation and the subsequent degree of aggressive retaliation. In contrast, for neutral valence targets, individuals were more likely to attribute provoking behavior to internal causes, resulting in an increase in aggression. The new model provides a theoretical extension to the cognitive-neoassociationistic perspective on aggression (Berkowitz, 1989, 1990, 1993).

**B35**

**WOMEN'S BODY IMAGE: THE ROLE OF HUSBANDS** *Charlotte N. Markey<sup>1</sup>, Patrick M. Markey<sup>2</sup>, Leann L. Birch<sup>3</sup>; <sup>1</sup>Rutgers University, <sup>2</sup>Villanova University, <sup>3</sup>The Pennsylvania State University* – Although feminist theories speak to the importance of social relationships in determining women's feelings about their bodies, previous research has not fully explored the role women's husbands might play in determining their satisfaction with their bodies. This study examined 172 women's satisfaction with their own bodies, their perceptions of their husbands' satisfaction with their bodies, and their husbands' actual satisfaction with their bodies using the Body Figure Rating Scale; women's weight status was assessed using body mass index (BMI) scores. Results indicated that wives' were much more dissatisfied with their bodies and thought their husbands' were much more dissatisfied with their bodies than husbands actually were. Husbands tended to be satisfied with their wives' bodies when they maintained a healthy BMI, but wives tended to be satisfied with their own bodies, and incorrectly assumed that their husbands were satisfied with their bodies, when their BMI was extremely low (i.e., an unhealthy weight for their height). Findings are discussed in terms of their importance for helping researchers understand the pervasiveness of women's body dissatisfaction and the relevance of women's husbands to understanding this dissatisfaction.

**B36**

**TRACKING CHANGES IN TRUST AND COMMITMENT: PREDICTING RELATIONSHIP PERSISTENCE** *Ximena Arriaga, Jason Reed, Wind Goodfriend; Purdue University* – Being able to trust a relationship partner is a critical step in developing a long-term relationship (Holmes & Rempel, 1989). However, building trust is not easy. Trust involves holding beliefs that a partner is responsive, caring, and committed to the relationship. Interdependence theory suggests that changes in trust should accompany changes in level of commitment. This longitudinal study examined the interplay between trust and commitment in predicting relationship persistence. We focused on patterns of change in these variables that have not previously been examined. Seventy participants in dating relationships completed a questionnaire on a weekly basis for eight sessions. Three months after Time 8, we assessed participants' relationship status – whether they had stayed with the partner (stayer), left the partner (leaver), or had been left by the partner (abandoned). Thus, we measured weekly changes in trust over the two month period and compared them with weekly changes in commitment; both were then used to predict subsequent relationship status. Consistent with predictions, changes in trust and commitment were closely linked – one did not occur without the other. Furthermore, increases in trust and commitment (i.e., the linear slope), initially high levels of commitment (i.e., the intercept), and low levels of fluctuation in trust and commitment, each predicted remaining in a relationship. Initial trust did not predict later relationship status. These results discriminate among meaningful (versus less meaningful) types of changes in dating relationships. They

shed light on the precursors of stable dating relationships and, importantly, on associations among these precursors.

**B37**

**IN-GROUP OVER-EXCLUSION IN RESPONSE TO SITUATIONAL THREATS TO IDENTITY** *Sue Paik, Jennifer Richeson; Dartmouth College* – The present study examined the in-group over-exclusion effect – the tendency for individuals to categorize racially ambiguous targets as out-group, rather than in-group members, as well as to take longer to categorize in-group members, than to categorize out-group members. Recent research suggests that individuals who are highly identified with their groups, or are relatively prejudiced, tend to display manifestations of the in-group over-exclusion effect more than low-identifiers and low-prejudice individuals. Adding to this literature, the present experiment examined the impact of a situationally induced identity threat on racial categorization decisions. Twenty-eight white participants were randomly assigned to an identity threat or control condition. In the identity threat condition, participants viewed a silent film clip depicting a fight between a white male and an Asian male fighter, in which the Asian fighter was defeating the white fighter. In the control condition, participants viewed a clip in which the white and Asian fighters faced each other and warmed up to prepare for the impending brawl. Participants then completed a categorization task in which they viewed white, Asian, and white-Asian biracial faces and were asked to categorize each target as an in-group or out-group member, as quickly and accurately as possible. Response latencies and categorization judgments revealed that, compared to control participants, threatened participants were slower to categorize white targets and categorized more biracial (i.e. ambiguous) targets as out-group members. These results suggest that individuals resort to in-group over-exclusion in response to threats to their identities.

**B38**

**INDIVIDUALISM VERSUS COLLECTIVISM: A META-ANALYSIS ADDRESSING CLOSENESS IN RELATIONSHIPS** *I-Ching Lee; University of Connecticut* – Individualism and collectivism (IC) are popular ways of classifying cultural differences, but the exact meanings of these constructs continue to be explored. For example, Hofstede (1980) conceptualized individualism and collectivism as one way of describing cultural difference, whereas Markus and Kitayama (1991) explored the psychological implications of the two types of cultures. To offer empirical findings to the heated discussion, Oyserman, Coon, and Kimmelmeier (2002) conducted a meta-analysis of 170 studies across 39 countries. One consistent finding in their study was heterogeneous effect sizes within countries. This finding troubles the IC classification as it suggests that differences within a culture are as large as differences across cultures. Because the IC distinction is central to theories of culture and identity, the current study was conducted to further examine the validity of the constructs of individualism and collectivism. Namely, it asked whether people in collectivistic cultures have closer relationships than people in individualistic cultures? Based on the constructs of individualism and collectivism and Brewer's (1990) optimal distinctiveness theory, the current meta-analysis was conducted to test hypotheses regarding human relationships. The first hypothesis proposed that cultural differences would only be found when closeness was measured in contexts where needs for uniqueness and needs for affiliation were implied. The second hypothesis tested whether people in individualistic and collectivistic cultures evaluated relationships that have special cultural meanings differently. Moderator analyses of effect sizes on closeness in relationships showed supporting evidence for both hypotheses. Implications for the existence of the constructs and their measurement are discussed.

**B39**

**MORTALITY SALIENCE LEADS PROSELS TO ENDORSE PROSOCIAL VALUES** *Blythe Duell, Jeff Joireman; Washington State University* – Terror Management Theory (Solomon, Greenberg, & Pyszczynski, 1991) assumes that humans deal with their fear of death via belief

in a cultural worldview, and the esteem that comes from meeting the standards of that worldview. Recently, Jonas et al. (2002) demonstrated that mortality salience (MS) increased contributions to in-group charities (i.e., the “scrooge” effect), suggesting that MS may increase prosocial behavior. Based on TMT, we hypothesized that this effect would be stronger among individuals who fail to live up to the worldview that behaving in a prosocial manner is appropriate (i.e., proselves) than among those who meet that standard (i.e., prosocials). Participants (N = 159) categorized as prosocial or prosel (Van Lange et al., 1997) wrote about their own death (mortality salience) or dental pain (control) and later completed a brief inventory of values (Stern et al., 1998). As hypothesized, prosocials were more likely than proselves to endorse self-transcendent values in the control condition (Ms = 3.84 vs. 3.07). However, prosocials and proselves did not differ on self-transcendent values in the MS condition (Ms = 3.78 vs. 3.75), and proselves were more likely to endorse self-transcendent values in the MS condition than in the control condition. These results reveal that proselves are more likely to endorse prosocial values following MS, while prosocials are unaffected by MS. This pattern suggests that the “scrooge effect” may only apply to proselves because proselves are reminded that they may not be living up to societal expectations.

#### B40

##### **APPEASEMENT IN COMPETITIVE CONTEXTS: EFFECTS OF PRIZE SHARING AND SELF-DEPRECIATION ON OUTPERFORMED PERSONS**

*Anne L. Geyer<sup>1</sup>, Julie Juola Exline<sup>2</sup>,  
<sup>1</sup>Florida State University, <sup>2</sup>Case Western Reserve University* – Affiliative concerns sometimes motivate people to try to appease those they have outperformed, particularly if they perceive that the outperformed persons might feel threatened by the upward comparison (Exline & Lobel, 1999). How well do outperformers’ appeasing behaviors accomplish their purpose? The current study examined outperformed participants’ reactions to two common appeasement strategies: sharing a prize and self-deprecation. Ninety-nine (51 females, 48 males) undergraduates competed against a confederate on a word game; the game was rigged so that the confederate always won. The confederate then either 1) offered to share the prize with the participant, 2) made a self-deprecating comment, or 3) did neither (no-strategy control). Participants’ state self-esteem was measured before and after the competition, and their perceptions were assessed in a follow-up questionnaire. Results suggested a tradeoff between the two strategies of appeasement. When the confederate shared the prize, participants liked the confederate more, but they were also more disappointed about their own performance. When the confederate self-deprecated, participants reported higher levels of state self-esteem, but they were also less likely to attribute the confederate’s superior performance to skill. Overall, both prize-sharing and self-deprecation seemed to appease participants effectively. However, depending on the outperformer’s goals, each strategy may also be seen as carrying a potential drawback: Sharing the prize worsened outperformed participants’ feelings about their own performance. Self-deprecation led outperformed persons to discredit the superiority of the winner’s performance, diminishing the winner’s perceived status.

#### B41

##### **STAR PROFESSOR OR JUST A GIRL? IMPLICIT STEREOTYPES AND EXPLICIT JUDGMENTS ABOUT MALE AND FEMALE JOB CANDIDATES**

*April Seifert, Jennifer Hunt; University of Nebraska, Lincoln* – Because of gender stereotypes, women may be seen as less qualified than men for leadership positions; however, judgments about females and males may be influenced by individuating information about the quality of their leadership skills. The present study examined implicit stereotype activation and explicit hiring judgments following exposure to a male or a female job candidate. Participants viewed the application materials of a man or a woman who ostensibly was applying for a position as a professor of cognitive psychology and statistics; the materials included teaching evaluations indicating that the candidate

previously had been evaluated positively, negatively, or neutrally. After reading the materials, participants completed a questionnaire assessing the applicant and a lexical decision task that examined activation of male, female, and leader stereotypes. Participants’ explicit judgments did not differ by applicant gender when participants were given positive or negative individuating information; however, when provided with more ambiguous individuating information (i.e. a neutral evaluation), participants’ judgments were more favorable toward the male than female. The implicit task indicated that participants’ showed increased activation of the leader stereotype when primed with a man’s name than when primed with a woman’s name. In addition, the magnitude of stereotype activation was influenced by the individuating information manipulation. These findings suggest that female leaders may be at a disadvantage in ambiguous situations.

#### B42

##### **THE EFFECTS OF RELATIONSHIP DISSOLUTION ON THE SELF: AN EXPERIMENTAL DESIGN**

*Gary Lewandowski; Monmouth University* – The present study seeks to determine how dissolution influences the self-concept through an experimental manipulation that creates feelings of relationship loss. Specifically, this study tests a theory based on the self-expansion model (Aron & Aron, 1986) in which the loss of a highly self-expanding relationship results in contraction of the self, while the loss of a minimally self-expanding relationship results in enhancement of the self. Further, this pattern was hypothesized to be particularly strong when the partner is highly included in the self. As part of a 2 (high/low inclusion of other in the self) X 2 (high/low self-expansion) between subjects design, 73 participants took part in a series of guided imagery tasks that manipulated feelings of inclusion of other in the self and self-expansion while in the relationship, as well as a scenario depicting the end of their relationship. Manipulation checks demonstrate that the guided imagery tasks were successful. The interaction between the inclusion of other in the self and self-expansion on pre/post self-concept change was significant,  $F(1,63) = 5.14, p < .05, r(\text{effect size}) = .28$ . The pattern of means suggests that ending a relationship with a highly included partner leads to contraction of the self when that person offered high levels of self-expansion and enhancement of the self when that person offered low levels of self-expansion. Overall, this study demonstrates that feelings of relationship loss, inclusion of other in the self, and self-expansion can be experimentally manipulated, and that relationship dissolution influences the self.

#### B43

##### **CAN YOU HAVE YOUR CAKE AND EAT IT TOO? THE LINK BETWEEN AFFECT AND FOOD CHOICES**

*Casey Collier, April Seifert, Marc Kiviniemi; University of Nebraska, Lincoln* – It has been established that affect can play a role in general health behaviors and decisions, however research has only begun to examine the link between affect and different foods. It is possible that individuals associate certain foods with certain emotions, and in addition, they may elicit specific emotions when consumed. Thus, the choices people make about whether to eat some foods may be partially determined by their affective associations. The present study sought to examine this possible link between affect and food items. Participants completed a questionnaire that examined their self-report ratings of a list of food items on a number of dimensions. They indicated how frequently they consumed each item, how positive or negative it made them feel, and how healthy or unhealthy they believed each item to be. For some foods, the healthier the food was, the better it made the participants feel and the more often they consumed that item. However, multiple regression analyses revealed that for a variety of foods, the healthfulness of the item was not a significant contributor to how often participants ate the item. Instead, it was participants’ indication of how the food items made them feel that significantly predicted their indication of how frequently they ate the items. The present study reveals an important connection between diet and affect.

B44

**COMMITMENT MOTIVATED BENIGN APPRAISALS OF PARTNER TRANSGRESSIONS: DO THEY FACILITATE ACCOMMODATION?** *Danielle Menzies-Toman, John Lydon; McGill University* – Commitment is the motivation to maintain and sustain a relationship even in the face of adversity. As such, it predicts various behaviours that help sustain a relationship. Consequently, as increases in felt security and interdependence ironically increase occasions of ‘bad behaviour’ within dyads, commitment predicts the tendency of the wounded partner to inhibit their instinct to react negatively to those behaviours and instead engage in positive behaviours that serve to enhance the welfare of their relationship. Such relationship maintenance behaviour has been referred to conceptually as accommodation (Rusbult, Verette, Whitney, Slovik, & Lipkus, 1991). However, we theorized that the motivational effects of commitment in the context of a partner transgression can be more immediate and perceptual. The current investigation examined the hypothesis that commitment predicts more benign appraisals of partner transgressions and that this in turn may facilitate accommodation. A survey of 226 students in heterosexual dating relationships was conducted. Commitment, the perceived severity of partner transgressions, and accommodation were assessed. Three independent raters assessed the objective severity of the reported transgressions. Commitment was significantly associated with the discrepancy between participant severity ratings and that of objective ratings. Commitment predicted these benign appraisals more for objectively less severe transgressions. Although the commitment-accommodation association was replicated, benign appraisals did not mediate this relationship. Thus, commitment motivates perceptual and behavioural responses that dampen the effects of partner transgressions but the processes appear to operate independently.

B45

**SOCIAL SUPPORT AND LONELINESS: EVIDENCE FOR RELATIONSHIP SPECIALIZATION IN LATER LIFE** *Sarah F. Roper-Coleman, Karen S. Rook; University of California, Irvine* – Social support is an important resource for well-being that can be derived from a variety of sources. Theories of relationship specialization suggest, however, that different sources of support have distinctive effects and, therefore, are not interchangeable. This issue has special relevance to older adults because the loss of friends and family members is common in later life, raising questions about how effectively social support that is normatively provided by one source can be derived from other sources. Extrapolation from theories of relationship specialization also suggests that the adverse effects of negative social exchanges in one relationship domain, such as family relationships, may not be offset by parallel positive social exchanges in another domain, such as friendships. Whether relationship specialization limits potential compensatory effects across relationships domains has received little attention. The current study accordingly investigated these issues in a national sample of 916 older adults. In-person interviews assessed participants’ loneliness and patterns of positive and negative social interactions with spouses, family members, and friends. Multiple regression analyses revealed main effects of positive and negative social exchanges. Consistent with predictions derived from theories of relationship specialization, however, no evidence emerged that deficits of social support from particular sources could be compensated for by the provision of support from other sources or that negative interactions in particular relationship categories could be offset by positive interactions in other relationship categories. The findings suggest that positive and negative exchanges in different relationship categories have independent and distinctive effects on loneliness in later life.

B46

**FRIEND OR FOE? ACTION IDENTIFICATION AS A FUNCTION OF LIKING** *Megan Kozak, Daniel M. Wegner; Harvard University* – According to the theory of action identification (Vallacher & Wegner, 1989), an action can be identified in various ways, ranging from low-level identifications that specify how an action is performed to high-level identifications that signify why or with what effect the action is performed. For example, a low-level identification of eating might be “chewing and swallowing” while a higher-level identification of such an action might be “obtaining nourishment.” We suggest that individuals may be more likely to make low-level identifications when making judgments about the neutral behavior of people that they dislike as compared to people they like. This hypothesis stems from the notion that individuals are less inclined to empathize with disliked individuals or appreciate them as having minds that guide their actions. The behavior of disliked persons is identified at a low level, featuring its mechanical aspect rather than its higher-level goals. To test this hypothesis, participants were asked to complete a series of 26 action identification items while imagining that the agent of the particular action was either a person they disliked or a person they liked. For each item, participants were given a neutral action (e.g., climbing a tree) and asked to choose between two possible identifications, one low-level and the other high-level. The results revealed that people made significantly more low-level identifications for the actions being performed by the disliked agent as compared to the actions being performed by the liked agent. Implications for this finding are discussed.

B47

**ATTRIBUTIONAL STEREOTYPES AS CUES FOR CONSERVATISM: EXAMINING THE ROLE OF PRINCIPLED CONSERVATISM IN RACIAL POLICY DECISIONS** *Christine Reyna<sup>1</sup>, PJ Henry<sup>2</sup>, William Korfmacher<sup>1</sup>, Amanda Tucker<sup>1</sup>; <sup>1</sup>DePaul University, <sup>2</sup>UC Santa Barbara* – Why do educated conservatives oppose affirmative action? Those in the “principled conservatism” camp say it is based on principled judgments of fairness about the policies. Others, however, argue that it is based on racism. The current studies offer an alternative perspective that may reconcile these contradictory points of view. We assert that whether preferential policies are seen as legitimate depends not on the fairness of the policy per se, but on the perceived fairness of applying the policy to certain recipients. The fairness of a policy is determined by the deservingness of its recipients, and deservingness can vary across groups depending on how hard they are perceived to be working to make meaningful contributions to their own and society’s benefit. Information about whether or not a group deserves such policies may be conveyed through cultural stereotypes about the group that convey whether or not they are violating values of hard work. In two studies, we show two major findings: (1) That conservatives oppose affirmative action for Blacks more than for women, and (2) that the relationship between conservatism and affirmative action attitudes is mediated best by group-based stereotypes that convey deservingness information, and not by other potential mediators like old-fashioned racism or the perceived threat that affirmative action poses to oneself. We conclude that educated conservatives are indeed principled in their opposition to affirmative action, but those principles are group-based, not policy-based.

B48

**NEED FULFILLMENT, SELF-REGULATION, AND ADJUSTMENT: A SELF-DETERMINATION THEORY PERSPECTIVE ON SOCIALIZATION** *Christopher Niemiec, Edward Deci; University of Rochester* – To discourage the initiation of behaviors that are not deemed socially-appropriate, socializers may withhold their provision of satisfaction for children’s psychological needs, attempting to prompt compliance with social norms. However, this may facilitate psychological discord within the child. A central issue for socializers thus concerns how to best promote autonomous self-regulation, whereby social behaviors and attitudes are accepted and endorsed, without destroying an individual’s



intrinsic motivation. Using Self-Determination Theory (Deci and Ryan, 1985), the present study investigated: (1) whether children's or mothers' reports of maternal need provision over the course of development better accounted for the relations between childhood need fulfillment and styles of domain-specific self-regulation and well-being in young adults; (2) the mediational role that current styles of self-regulation plays in the relation between need fulfillment in childhood and well-being in young adults. College-aged participants and their mothers reported the extent to which they perceived the mother fulfilled the child's needs for autonomy, competence, and relatedness while the child was growing up. Results suggest that children's, relative to mothers', reports of experiences with need fulfillment better predicted styles of self-regulation and well-being in adulthood. The study further assessed whether children's reports of need fulfillment predicted their current level of autonomous motivation, and whether being autonomously motivated predicted well-being in adulthood. Results from analyses using Structural Equation Modeling suggest that styles of self-regulation partially mediated the relation between need fulfillment in childhood and well-being outcomes in adulthood. Implications of, and future directions for, this research are discussed.

**B49**

**DIMENSIONALITY: SIDE EFFECTS OF CONSTRUING REALITY TO ONE'S ADVANTAGE** Carey K. Morewedge, Daniel T. Gilbert; *Harvard University* – We tested the hypothesis that people make the best of outcomes by attending to the dimensions of those outcomes that most satisfy them, and having done so, they then construe and evaluate other outcomes along those dimensions. Participants in a study on "Perceptions of Food" were informed that they would be eating a healthy but not tasty food (raw organic kale) or a tasty but unhealthy food (a hot fudge sundae). Subjects then rated the similarity of these and four other foods. Multi-dimensional scaling revealed that subjects who were expecting to eat a healthy but untasty food tended to evaluate new foods in terms of healthiness, whereas subjects who were expecting to eat a tasty but unhealthy food tended to evaluate new foods in terms of tastiness. The results suggest that people not only attend to the most positive dimensions of their outcomes, but that doing so leads them to use that dimension when evaluating new stimuli.

**B50**

**THINKING ABOUT COMMITMENT: ACCESSIBILITY OF COMMITMENT AND THE PREDICTION OF ACCOMMODATION AND WILLINGNESS TO SACRIFICE** Paul Etcheverry<sup>1</sup>, Benjamin Le<sup>2</sup>; <sup>1</sup>*Purdue University*, <sup>2</sup>*Haverford College* – Much research has shown that more accessible cognitive constructs (e.g., attitudes, stereotypes) are more likely to influence thoughts and behaviors. The current research applies a social cognition framework to the prediction of accommodation and willingness to sacrifice in romantic relationships. Conceptualizing commitment as a partially cognitive construct (cf. Arriaga & Agnew, 2001) and following from social cognition and attitudinal research, it is hypothesized that the accessibility of commitment will moderate the association between commitment and accommodation and willingness to sacrifice. Three hundred and twenty-one undergraduate students in romantic relationships responded to statements derived from the commitment subscale 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 relationships. Reaction times to these statements were used as a measure of accessibility of commitment. Furthermore, participants completed the unmodified commitment scale in addition to measures of accommodation and willingness to sacrifice. Results demonstrated that accessibility of commitment significantly moderated the association between commitment and three of the four accommodative responses (exit, voice, and neglect), and willingness to sacrifice. Specifically, as accessibility of commitment increased, the strength of the association between commitment and the dependent variables increased. This work highlights the usefulness of applying social cognitive concepts to understanding close rela-

tionships, and contributes to theoretical and methodological perspectives by suggesting that before guiding behavior, commitment must first become accessible and activated.

**B51****THE EFFECTS OF GENDER-LINKED STEREOTYPES ON TALK AND PERCEPTIONS OF TALK IN MIXED-SEX DYADS** Danielle

*Popp, Mary Crawford, David A. Kenny; University of Connecticut* – Stereotypes about speech have been repeatedly demonstrated and are gender-linked, with men and women believed to have different speech styles. The current study extends prior research on gender stereotypes and self-fulfilling prophecies by examining whether gender stereotypes of speech, specifically the belief that women are talkative, can elicit target-initiated self-fulfilling prophecies and affect individual's self-perceptions, partner perceptions, and meta-perceptions of talk. A total of 126 undergraduates participated in a mixed-sex interaction with a partner they were led to believe liked or disliked members of the participant's sex who "talked a lot" and stated their perceptions of the interaction. Results suggest that expectations about speech style affect behavior in social interactions and can elicit target-initiated self-fulfilling prophecies. Contrary to earlier studies, which typically show males talking a higher proportion of the talk time in dyadic interactions and the suggestion of feminist researchers that the stereotype of women as talkative is a cultural artifact, women talked a significantly greater proportion of time than their male partners regardless of experimental condition. These results suggest that stereotypes of women's speech can be self-fulfilling even when not made salient by experimental manipulation. In the absence of status and power cues participants' relied on stereotypes of speech to guide behavior. Further, although male participants did not judge their female partners as more talkative, female participants believed their male partners thought they were talkative suggesting that self-fulfilling prophecies of speech are target-initiated and that partner's perceptions do not have as strong an impact on behavior as meta-perceptions.

**B52****DISSONANCE IN INTERGROUP DATING RELATIONSHIPS: INCLUDING OTHERS MAY BE HAZARDOUS TO ONE'S SELF!**

*Janelle M. Jones, Michaela Hynie; York University* – It was hypothesized that the sequential activation of couple and ethnic group identities would result in dissonance for intergroup daters (whose partners differed in race or ethnicity), but not intragroup daters (whose partners shared the same race and ethnicity). Furthermore, only intergroup daters were expected to either repress (i.e., reduce the accessibility of) or trivialize (i.e., reduce the importance of) one or both of these identities in order to negotiate these inconsistencies within the self. During session one, 123 undergraduate students in heterosexual dating relationships provided ratings of the closeness and importance of others (i.e., partner, ethnic group, family, best friend, average Canadian) to the self. At session two, couple and ethnic group identities were sequentially activated by asking participants how close to, and how much they identified with, each identity, and how descriptive each of these identities were of the self. The presentation of these identities was counterbalanced. We found that after couple identity had been activated, ethnic group identity was less accessible for intergroup daters relative to intragroup daters. Yet after ethnic group identity had been activated, couple identity was more accessible for both intragroup and intergroup daters. These findings suggest that although relationships with one's partner are generally more important to the self than are relationships with one's ethnic group, relative to intragroup daters, intergroup daters appear to be distancing themselves from both their couple and ethnic group identities in order to maintain a coherent sense of self.

B53

**ATTITUDINAL CONTAGION: STEREOTYPE ACTIVATION AND THE AUTOMATIC ENTRAINMENT OF ATTITUDES, SELF-CONCEPT AND BEHAVIORAL INTENTIONS**

*David Neal, Yoshi Kashima; University of Melbourne* – Research into the consequences of automatic stereotype activation has focused on the means by which a person's attitudes towards a target group (e.g., "I feel negative towards African Americans") become hyper-accessible and thus influence thought and behavior. Comparatively little research however, has investigated whether stereotype activation also renders the perceived attitudes of the target group hyper-accessible (e.g., "African Americans feel negative about the Republican Party"). To investigate this possibility, stereotypes were primed using a two-alternative-forced-choice picture judgment task in which participants categorized photographs of stereotype 'neutral' people or of 'hippies', either by attending to their stereotype group membership (intentional condition) or to the number of times each image had been presented (incidental condition). Participants then completed an ostensibly unrelated attitude questionnaire tapping three distinct factors typifying the perceived attitudes of hippies. Results suggested that covert activation of the hippie stereotype in task one lead participants to express attitudes more similar to those attributed to hippies in task two. In a subsequent experiment, the same priming procedure was associated with comparable stereotype-assimilation effects within self-concept and behavioral intentions. Collectively, these experiments confirm that central but diverse aspects of the self (i.e., attitudes, self-concept and behavioral intentions) are dynamic and unconsciously responsive to social perception.

B54

**THE EFFECTS OF SELF-MONITORING AND VESTED INTEREST ON PERCEPTIONS OF CHARISMATIC LEADERSHIP**

*Melanie Fowler, Annette Fowler; University of Colorado, Denver* – Charismatic leaders transform their followers to make personal sacrifices for the sake of the collective and to become involved in the leader's vision and mission (House and Shamir, 1993; Conger & Kanungo, 1988). Given the effectiveness of charismatic leadership, one important question is identifying the antecedents of charismatic leadership. In this study, we focused on the personality trait, self-monitoring. Self-monitoring is a personality construct that measures the extent to which people adjust their self-presentations in order to exhibit socially expected behavior. The current study explored the hypothesis that followers perceive high self-monitoring leaders as more charismatic than low self-monitoring leaders, when the leaders do not have a personal commitment to the outcome of a situation. Fifty-two undergraduate students participated in the study. First, they completed a self-monitoring measure. Then, they read one of two (high vs. low vested interest) scenarios about a fictitious clothing company experiencing negative financial growth. Finally, participants delivered videotaped speeches, playing a store manager who asked employees to take a reduction in pay. Two independent raters scored the participants in the videos on charismatic leadership behaviors and communication skills. Results indicated a main effect with high self-monitors rated as more skilled and expressive than low self-monitors. High self-monitors were seen as more to be more charismatic than low self-monitors, in the low vested interest group. However there was no difference between high and low self-monitors in the high vested interest group.

B55

**THE EFFECTS OF TIME-PRESSURE AND MOOD ON PRODUCT JUDGMENT FOR LESS INFORMED PEOPLE**

*Masayo Noda, Toshikazu Yoshida; Nagoya University* – This study tested mood effects on a product judgment by less informed people, employing an information presented style and time-pressure for variables. Less informed participants were expected to judge the product relatively better in happy than sad mood under time-pressure and incomplete information conditions. In the experiment (N=73), participants were asked to watch films in order

to induce happy or sad moods and judge some products subsequently. The results showed relatively better evaluation in happy than sad mood under time-pressure and incomplete information, thus a mood congruent evaluation of products was found. It was pointed out that the impact of mood is increased under time-pressure because limited time reduces cognitive capacity, which then increases reliance on mood as information (Siemer, & Reizenzein, 1998). The implications of the results provide support for the process in which participants are dependent on their mood as a source of information for the inference of the missing information. Accordingly, our results showed that greater mood congruent effect was obtained by less informed participants under time-pressure and incomplete information condition, supporting the prediction that they would consult their own mood for judgment under those conditions.

B56

**EFFECT OF AFFECTIVE STATES ON MESSAGE ELABORATION: INFORMATION PROCESSING OF TELEVISION ADVERTISING**

*Tomoe Tanaka, Koji Murata; Hitotsubashi University* – This study examined the effect of two types of affective states on processing of a persuasive message: one type, stemming directly from the message itself (relevant affect) and the other, originated from a different source (irrelevant affect). Although negative relevant affect should lead to 'stop-processing strategy' motivated by mood repair, positive relevant affect should lead to 'continue-processing strategy' motivated by mood maintenance. This reasoning predicted that positive relevant affect, rather than negative relevant affect would enhance the elaboration of the target message. In contrast, negative irrelevant affect would enhance the elaboration of the target message because it would signal a danger (Schwarz, 1990). In the present research, the relevance of affective states to a target message (relevant or irrelevant condition), and the affective states (positive or negative condition) were independently manipulated in an advertising-viewing context. Participants were presented filler ads and a target ad in succession. Happy or sad background music was used with the target ad for the relevant condition, and with the filler ads for the irrelevant condition. The extent of message elaboration of the target ad was measured by an unexpected recall task. Consistent with the prediction, when the affective states were induced by the target ad, positive affect enhanced the message elaboration. On the other hand, when the affective states were induced by the previous filler ads, message elaboration was enhanced by negative affect. These findings indicated that the relevance of affect to the message would determine the recipients' information processing strategy.

B57

**ATTACHMENT TO THE COUNTRY: APPLYING THE ATTACHMENT THEORY TO THE SITUATION OF IMMIGRATION**

*Eugene Tartakovsky, Ben-Gurion University, Israel* – Attachment to the country was conceptualized as enduring emotional bonds existing between individuals and the countries in which they live presently, have lived in the past, or consider living in the future. Two aspects of attachment to the country were defined: The representational aspect, operationalized as cognitive-emotional attitude toward the country, and the closeness aspect, operationalized as identification with the country's majority population. I hypothesized that the country's ability to promote satisfaction of individuals' physiological and psychological needs was the main factor affecting attachment to the country. Attachments to the homeland and to the new country were measured in a group of Jewish adolescent immigrants from the former Soviet Union in Israel (n=212). The measurements were conducted four times: half a year before immigration, and in the first, second, and third years after immigration. In addition, attachment to the homeland was measured in a group of adolescents from the majority non-immigrant population in the former Soviet Union (n=487). Immigrants' cognitive-emotional attitude toward Israel was more positive than that toward their homeland, while immigrants' identification with the majority population in the new country

was weaker than their identification with the homeland population. Immigrants' attachment to the homeland was weaker than attachment to the homeland among the non-immigrant adolescents. The effect of social conditions in Israel (measured as perceived social support and discrimination) on the representational and closeness aspects of post-migratory attachments to the homeland and to the new country is discussed in the light of the attachment theory.

**B58****I BET YOU SAY THAT TO ALL THE GIRLS (BOYS): THE RARE INSTANCE WHEN FLATTERY DOES NOT WORK** *Miquelle A. G.*

*Marchand, Roos Vonk; University of Nijmegen* – People who are flattered are more likely to assign credibility to and like the flatterer better than observers do. This target-observer difference is very robust and is not qualified by variables such as self-esteem and need for accuracy. However, research trying to influence the target-observer effect focused mainly on cognitive components, whereas cognitive and affective judgments appear to be relatively independent. We hypothesize that it is the affective component of the target-observer effect that is of main interest. We examined the effects of subsequent additional information about the distinctiveness of the flattery received by subjects. In an internet dating setting, subjects were flattered by an alleged other dater. Control subjects watched the same behavioral episode, but were not flattered themselves (T1). Replicating the target-observer effect, targets of flattery rated the ingratiation more favorably than control subjects, judged the ingratiation's comments as more accurate (cognitive variables), and reported more positive affect (affective variables). Subsequently, subjects found out that the flatterer made almost the same flattering comments towards another dater (T2). A main effect of Time indicated reduced liking, cognitive and affective ratings at T2 in both conditions. An interaction of Condition by Time was found for the affective variables only: All subjects reported more negative affect after the additional information, but this decrease was larger for subjects who had been flattered. Thus, the distinctiveness information diminished the target-observer effect only for affective variables, in accordance with the hypothesis that the target-observer difference has a primarily affective origin.

**B59****THE INFLUENCE OF AFFECT ON ATTITUDE FORMATION**

*Helma van den Berg, Joop van der Pligt, Daniel Wigboldus, Tony Manstead; University of Amsterdam, The Netherlands* – In this paper, we argue that attitude formation is differentially influenced by affect or cognition. In a first study, we investigated the effect of affective or cognitive information on attitude formation. Participants were presented with affective and cognitive information of both positive and negative valence. As expected, affective information had more impact on the affective measure whereas cognitive information had a larger effect on the cognitive measure. Importantly however, affective information had a larger overall effect on attitude formation than cognitive information. In a second study, we investigated in the effects of unvalenced affect and cognition on attitude formation, by manipulating affective or cognitive 'focus'. We primed focus unobtrusively by having participants work on a word-search puzzle that consisted of affective words (e.g. emotion, feeling, mood) or cognitive words (e.g. reasoning, thinking). Then, participants read positive and negative affective and cognitive information. Results show that an affective focus manipulation resulted in enhanced memory for affective information relative to a cognitive focus. More importantly, evaluations of the new attitude object were influenced by affective or cognitive focus. In an affective focus, evaluations were more congruent to the valence that was attached to affective information as compared to a cognitive focus. Cognitive information influenced evaluations more in a cognitive focus. A second, delayed evaluation showed an even stronger effect of focus on attitude formation. Implications for the treatment of affect and cognition as separate information processing systems are discussed.

**B60****THE PROJECTION OF IMPLICIT AND EXPLICIT GOALS** *Christie*

*Kawada<sup>1</sup>, Gabriele Oettingen<sup>1,2</sup>, Peter Gollwitzer<sup>1</sup>, John Bargh<sup>1,4</sup>, <sup>1</sup>New York University, <sup>2</sup>University of Hamburg, Germany, <sup>3</sup>University of Konstanz, Germany, <sup>4</sup>Yale University* – Three studies analyzed whether projection occurs for conscious and nonconscious goals. In Experiment 1, we investigated whether chronic goals are projected. Participants were preselected for whether they were an incremental (holding learning goals) or entity (holding performance goals) theorist. When reading about characters in achievement-related dilemmas, incremental theorists projected more of their learning goals onto these characters in comparison to entity theorists. In Experiment 2, goals were assigned by explicitly instructing participants to hold the competitive goal (through verbal directions), or implicitly priming participants with no goal or the competitive goal (through scrambled sentences). Participants then had to predict the next moves of two characters engaged in a prisoner's dilemma game. Those who were either implicitly primed with or explicitly assigned to have the competitive goal perceived these characters as striving for competitive goals more than control participants. In Experiment 3, we tested whether it was the actual competitive goal, rather than the trait construct of competitiveness that was being projected. Participants were either explicitly assigned the competitive goal, or were subliminally primed with the competitive goal or no goal. Afterwards, goal strength was manipulated through positive or negative feedback on a goal-relevant task. Participants then predicted the moves of characters in a prisoner's dilemma game. If it is the actual goal that is being projected, only those who have been assigned the goal, and who also have the goal still active through negative feedback, should display projection effects. Results supported that it was the goal that was being projected.

**B61****BICULTURAL INDIVIDUALS ACCOMMODATE THEIR INTERACTION STRATEGIES TO THE PROJECTED DISTRIBUTIONS OF PROMOTION- AND PREVENTION-FOCUSED REGULATORY FOCI IN INTERACTION PARTNER'S CULTURAL GROUP.** *Ka-yee Leung, Chi-yue Chiu, Ying-yi Hong;*

*University of Illinois, Urbana-Champaign* – In two experiments, we investigated (a) Chinese-American bicultural individuals' knowledge about the relative dominance of (promotion vs. prevention) regulatory focus in Chinese and Western societies, and (b) how such knowledge might be used to coordinate social interactions. It has been shown that people may enter social interactions with a promotion, or prevention focus. Knowledge about how widely distributed the two regulatory foci are in different cultural groups might be used as cognitive resource to facilitate interactions in a multicultural context. In Study 1, Chinese-American and Euro-American undergraduates filled out the Regulatory Focus Questionnaire and estimated how a Chinese and a Euro-American would respond to the questionnaire. In Study 2, Chinese-American and Euro-American undergraduates generated arguments to persuade a Chinese or American customer to buy a mutual fund, and evaluated the strength of some promotion- and prevention-focused arguments in the same persuasion context. Before they performed these tasks, they recalled either the arguments or the environmental context in previous persuasion-related experiences that involved a Chinese or American friend. The findings supported our hypotheses. First, bicultural Chinese-Americans had more accurate estimations of the distributions of regulatory foci in Western and Chinese societies than did mono-cultural Euro-Americans. Second, only bicultural participants accommodated their persuasion strategies to the projected dominant regulatory focus of their American or Chinese customer, particularly after they had recalled the arguments in previous persuasion-related experiences. Results suggested that people acquire knowledge about distributions of motivational characteristics in different cultural groups, and apply this knowledge to coordinate interactions in multicultural contexts.

**B62****INTERGROUP ANXIETY IN A SIMULATED CONTACT SITUATION**

*Michael A. Olson, Dorey Meslemiani, Russell H. Fazio; Ohio State University* – Potential sources of intergroup anxiety were investigated in a paradigm involving the ostensible exchange of “video emails.” White participants were led to believe they were engaged in dyadic, “getting-acquainted” interactions with students from another university in a study about first impressions, when in fact they interacted with pre-recorded confederates (a Black male and a White male whose video emails produced comparable impressions in pre-testing). Estimates of automatically-activated racial attitudes, derived from a priming measure, and motivation to control prejudiced reactions scores were obtained in earlier sessions. Videotapes of participants’ emails to both interaction partners were shown to judges who were unaware of the race of the partners. Judges believed participants to like, be more comfortable with, and reveal more about themselves while talking to the White relative to the Black partner, even though participants themselves claimed to like the Black partner more. Participants with negative automatically-activated racial attitudes were not necessarily more uncomfortable during intergroup interactions; these relatively prejudiced individuals were viewed by judges as more uncomfortable while talking to the Black relative to the White only if they also were more strongly motivated to control prejudiced reactions. Moreover, participants’ self-reported comfort mirrored the Judges’ comfort estimates, suggesting that people are both aware of and willing to report some forms of intergroup anxiety. Together, these results imply that intergroup anxiety is not simply a direct function of racial prejudice, but is instead at least partially the result of an incompatibility between racial attitudes and motivation to control prejudiced reactions.

**B63****PERCEIVED ENTITATIVITY AND SIMILARITY OF INGROUPS AND OUTGROUPS**

*Sara A. Crump, David L. Hamilton; University of California, Santa Barbara* – In recent years there has been increased interest in the study of entitativity, the perception that a collection of people forms a meaningful group. Entitativity is one of several concepts concerning aspects of group perception. The goal of the current studies was to better understand the relationship between two such variables, perceived entitativity and perceived similarity or homogeneity among group members. In Study 1, participants made entitativity and similarity ratings of social categories that they did or did not belong to (gender, ethnic, religious, and political groups). In Study 2 they rated either intimacy or task groups that they had belonged to in high school (e.g., their friendship group or the student newspaper, respectively). In each case, participants made ratings of both their ingroups and their outgroups on both entitativity and similarity. We hypothesized (1) that participants would rate their ingroups as higher in entitativity than the outgroups and (2) that members of the outgroups would be seen as more similar to each other than members of the ingroups. Across the different groups and group types assessed, we found support for both hypotheses. These results document that entitativity and similarity are distinct concepts.

**B64****CONQUERING STEREOTYPE ACTIVATION: CIRCUMVENTING CATEGORY-BASED PROCESSING IN RESPONSE TO CRIMINAL SUSPECTS**

*B. Michelle Peruche, David A. Butz, E. Ashby Plant; Florida State University* – The alarming deaths of unarmed Black suspects by police officers have inspired researchers to explore whether peoples’ responses are influenced by the suspect’s race (Correll, Judd, Park, & Wittenbrink, 2002; Greenwald, Hoffman, & Oakes, 2003; Plant, Peruche & Butz, 2003). Responses to computer simulations reveal that people are more likely to mistakenly shoot Black people paired with non-threatening objects than White people paired with non-threatening objects. However, Plant and her colleagues have shown that repeated exposure to a computer program where the race of suspect is unrelated to the presence

of a gun can eliminate race bias. The current work examined whether such training reduces bias by making race irrelevant and leading people to inhibit racial concepts. Participants received extensive training or brief exposure to a computer task where they decided whether or not to shoot at pictures of Black and White men that appeared on a computer screen. A control group was not exposed to the program at all. All participants were then given a word completion task where a subset of the items could be filled out with race-relevant words. Extensive training eliminated participants’ race bias on the computer program. In addition, participants with full training responded with fewer race-relevant words on the word completion task than participants with brief or no exposure to the program. These findings indicate that extensive exposure to stimuli where the race is unrelated to possession of a gun leads to the inhibition of racial concepts and the elimination of race bias.

**B65****LACK OF IN-GROUP BIAS ON MEASURES OF IMPLICIT AND EXPLICIT STIGMA OF MENTAL ILLNESS**

*Irina Komarovskaya, Betsy Hernandez, Zachary Patberg, Bethany Teachman; University of Virginia* – Research on stigma of mental illness has focused on the explicit attitudes and stereotypes expressed by the general public, health care professionals, and family members of persons with mental illness. Ironically, there has been almost no research investigating the bias among those who are arguably most affected - persons diagnosed with mental illness. In addition, there has been little investigation into implicit measures of the stigma of mental illness, leaving open the question of how attitudes that lie outside conscious awareness operate regarding mental illness. Given recent advocacy efforts to reduce the bias against psychological disorders and mental health treatment, it was anticipated that explicit bias against mental illness would be minimal relative to robust implicit biases. To evaluate implicit and explicit stigma of mental illness, a group of individuals in treatment (N = 59) at a rehabilitation center for persons with serious mental illness (e.g., schizophrenia) and a control group (N = 61) from the general public completed a set of self-report scales and Implicit Association Tests evaluating attitudes toward mental versus physical illness. Results indicated clear evidence for both implicit and explicit negative attitudes towards mental illness, but mixed results across different stereotype domains (e.g., helplessness of persons with mental illness). Surprisingly, there were few group differences between the biases of those with and without reported mental illness. Findings are discussed in the context of the lack of in-group bias evident among this group of persons with mental illness on either the implicit or explicit measures.

**B66****GENDER STEREOTYPES: THE IMPACT OF CONGRUENT-INCONGRUENT OFFENDER BEHAVIOR ON SENTENCING DECISIONS**

*Jessica L. Wildermuth<sup>1</sup>, Kimberley A. McClure<sup>1</sup>, Sarah Greathouse<sup>2</sup>; <sup>1</sup>Western Illinois University, <sup>2</sup>Florida International University* – The purpose of this study was to assess the impact of gender as an explanation for sentencing disparities between male and female offenders. Sentencing differences between male and female offenders may be explained by the impact of gender stereotypes on the decision process. Behaving incongruently to a stereotype is viewed more negatively than engaging in stereotypic congruent behavior (Stryker & Stathem, 1985). Criminal offenders are overwhelmingly male (U.S. Dept. of Justice, 2002), thus there is some basis for perceiving female offenders as behaving incongruently to the female stereotype. If engaging in criminal activity is congruent with male stereotypic behavior (e.g., dominant, aggressive, and powerful), male offenders who engage in incongruent behavior (e.g., prostitution) may be viewed more negatively and sentenced more harshly than females. Conversely, females engaging in criminal activity is generally incongruent with the female stereotype (e.g., nurturing, warm, and submissive), female offenders engaging in incongruent behavior (e.g., armed robbery) may be viewed more negatively and sentenced more harshly than males. One hundred forty-two participants read a sce-

nario in which the offender was either male or female and the crime was either robbery or prostitution. Contrary to predictions, the male offender was sentenced more punitively than the female offender for armed robbery, and the female offender was sentenced more punitively than the male offender for prostitution. Our results are discussed in relation to schema theory and perpetrator aggression in the commission of a crime.

**B67****THE IMPORTANCE OF MOTHER AND FATHER LOVE IN PREDICTING CHILDREN'S ROMANTIC RELATIONSHIP QUALITIES**

*Jamie Ridens, Kristine Kelly; Western Illinois University* – Previous research on parent-child relationships has mostly focused on the child's relationship with the mother. Few studies have investigated the relationship between the father and child. The purpose of the present study was to compare the nature of the mother-child and father-child bond with regard to the quality of the child's current romantic relationship. We further examined gender differences in predicting romantic relationship quality from the mother-child and father-child bond. A sample of 1365 college students (480 men and 885 women; mean age = 22) completed measures of sexual attitudes, romantic relationship commitment, romantic relationship satisfaction, romantic relationship length, and rated the quality of their relationship with each of their parents. Correlational analyses indicated that for women, positive relationships with their mother and father were associated with less sexually permissive attitudes than those with poor parental relationships. Women who reported good relationships with their mothers (but not fathers) also reported greater commitment to their romantic partner than those who reported poor relationships with their mothers. For men, good paternal (but not maternal) relationships were associated with greater commitment to their romantic relationships. Further, men who reported positive relationships with both mother and father also reported more barriers keeping them in their romantic relationships. This study provides evidence that the nature of a child's relationship with the father is at least as important as the relationship with the mother with regard to the child's successful romantic relationships.

**B68****PENALTIES FOR WOMEN'S SUCCESS: A REACTION TO PERCEIVED VIOLATION OF COMMUNALITY NORMS**

*Tyler G. Okimoto, Madeline E. Heilman; New York University* – This research investigates reactions to women who are successful in male sex-typed occupations. In two experimental studies, women who were depicted as being highly successful at "male" jobs were shown to suffer social penalties: they were liked less and were seen as being more interpersonally hostile (e.g., selfish, abrasive, untrustworthy, etc.) than equivalently described men. There also were evaluative consequences; these successful women were seen as less desirable as potential bosses than similarly successful men. This negativity toward successful women was not evident, however, when these women were depicted as also having exhibited traditionally feminine "communal" attributes (e.g. understanding, sensitivity, supportiveness). The first study helped to isolate the unique role of communality information by demonstrating that information about a successful woman's positive behaviors that are not communal in character did not similarly mitigate negative reactions. The second study further delimited the boundaries of this effect by demonstrating that communal information regarding a successful woman was effective in preventing negative reactions to her only when it was clear that she was the origin of the communality. These results were taken to support the idea that when a woman is successful in a traditionally male domain, she is assumed to have violated the gender stereotypic prescription of communality, and it is this perceived violation of female "oughts" that results in social disapproval and interpersonal penalties. Providing evidence that she has not deviated from gender stereotypic norms appears to preclude this negativity.

**B69****"I WANT THE RESPECT THAT I DESERVE": THE LINKS BETWEEN NARCISSISM, ANGER, AND AGGRESSION IN COLLEGE STUDENTS**

*Jamie Jones, Melissa Cook, Nichole Bryant, Rebecca Johnson, Lauri Jensen-Campbell; University of Texas, Arlington* – Recent research indicates that one major source of aggression is a perceived threat to one's ego, especially if the individual has an inflated sense of self. One major limitation of this research is that it failed to take into consideration how individual differences in narcissism moderate the anger-aggression link. It is possible that narcissistic individuals are more prone to ego threats than individuals with a more realistic view of themselves. It is also possible that individuals of all levels of self-esteem are prone to anger equally, however those that have an inflated ego act on their anger. Participants were 75 right-handed college students. Participants completed the Narcissism Personality Inventory (NPI), Rosenberg's Self-Esteem, and Harter's Self-Perception Profile. Right-handed individuals were invited to participate in a second session. Electrodes were placed on the scalp and baseline EEG measures were taken. The aggression paradigm followed procedures are outlined in Harmon-Jones & Sigelman (2001). Initial findings suggest that participants in the negative feedback condition reported more anger and were more aggressive towards their supposed partner than were participants in the positive feedback condition. Those participants that scored higher on Narcissism-Entitlement were angrier and more aggressive in the negative feedback condition than low entitlement participants were. When controlling for self-reported anger, the relationship between entitlement and aggression did not decrease. Additional analyses will assess anger with measures of prefrontal asymmetry. Results will contribute to understanding how psychological and biobehavioral processes are related to narcissism differences and the anger-aggression link.

**B70****CRACKING THE CODE: CULTURAL META-MESSAGES, DIAGNOSTIC ACCURACY, AND INTERCULTURAL COMMUNICATION SKILL**

*Y. Susan Choi<sup>1</sup>, Andrew Molinsky<sup>2</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Brandeis University* – To diagnose and interpret the meaning of everyday communication in a foreign setting, individuals must not only be able to understand literal language, but must also be able to understand the non-literal "meta-messages" that frame and give meaning to a speaker's literal words. We examined the accuracy of foreign business students in the United States in diagnosing meta-messages within three interpersonal contexts: politeness, sarcasm, and scripted behavioral routines. We also examined their accuracy in judging emotional expressions. Using an undergraduate business school sample of 450 students, we found that individuals, and generations of individuals, improve over time in their ability to accurately diagnose both meta-messages and emotions, but only accuracy in diagnosing meta-messages was associated with higher levels of intercultural communication skill. These results suggest that the ability to accurately diagnose subtle cultural meta-messages may be a critical, albeit underemphasized, facet of intercultural communication.

**B71****EXTREMITY OF PERCEIVER EXPECTATIONS AS A MODERATOR OF BEHAVIORAL AND PERCEPTUAL CONFIRMATION**

*Mario P. Casa de Calvo, Darcy A. Reich; Texas Tech University* – Research on behavioral confirmation has found that, under certain circumstances, perceivers may treat targets in accord with their expectations and elicit behavior from targets that confirms these expectations. How might the extremity of perceivers' expectations affect the behavioral confirmation process? One possibility is that extreme expectations might engender more biased behavior from perceivers, thereby eliciting more expectancy-consistent behavior from targets. Alternatively, extreme expectations might enhance perceivers' awareness of bias and allow them to employ correction strategies, thereby attenuating behavioral confirmation. Importantly,

Wilson and Brekke (1994) suggest that only perceivers with sufficient motivation and cognitive resources will correct for their biases. The current study utilized a simulated job interview paradigm (Neuberg, 1989; Reich, in press); interviewers received contrived personality profiles designed to induce expectations about their applicants that varied in both extremity (extreme vs. non-extreme) and valence (positive vs. negative). Time of semester served as a proxy variable for motivation and cognitive resources (Evans & Donnerstein, 1974); students participating during the first six weeks of the semester were assumed to have greater motivation and cognitive resources than those participating during the last six weeks. Results showed that late-semester interviewers with extreme expectancies, who presumably lacked sufficient motivation and cognitive resources, asked expectancy-biased questions, elicited expectancy-biased behavior from applicants and perceived applicants in an expectancy-biased fashion. However, these effects were attenuated for early-semester interviewers, who presumably had sufficient motivation and cognitive resources to correct for their extreme expectations. These findings extend social cognitive research on extremity and correction to the behavioral domain.

**B72****INVESTIGATING DIFFERENCES BETWEEN CROSS-DIMENSION AND WITHIN-DIMENSION ATTITUDINAL AMBIVALENCE TOWARD SOCIAL GROUPS**

*Naomi K. Grant, Tara K. MacDonald; Queen's University, Kingston, Ontario* – Cross-dimension ambivalence refers to the experience of evaluating an attitude object positively on one dimension but negatively on another. Within-dimension ambivalence refers to the experience of evaluating an attitude object both positively and negatively on the same dimension. We hypothesized that participants who exhibited cross-dimension ambivalence toward feminists (i.e., they respected but disliked feminists) would be more likely to hire a feminist when agentic traits were primed than when interpersonal traits were primed. In contrast, we expected that participants who exhibited within-dimension ambivalence toward feminists (i.e., they liked and disliked or they respected and disrespected feminists) would not be influenced by the priming manipulation. Participants ( $N = 238$ ) high on cross-dimension or within-dimension ambivalence toward feminists were primed with agentic or interpersonal traits, or were given a neutral prime. Participants then read a job description and the resumes of three potential applicants, one of which depicted a feminist, and rated their intentions to hire each applicant. Results showed that, as expected, participants who experienced within-dimension ambivalence reported similar intentions to hire the feminist (relative to the other two candidates) regardless of prime condition. However, for participants experiencing cross-dimension ambivalence, those who received the agentic prime reported greater intentions to hire the feminist than did those who received the interpersonal prime ( $p < .01$ ). In summary, we found that individuals with cross-dimension ambivalence were more influenced by environmental cues than were individuals with within-dimension ambivalence, thereby suggesting that cross-dimension ambivalence may be associated with lower attitude stability than within-dimension ambivalence.

**B73****APPROACH AND AVOIDANCE GOALS FOR SOCIAL JUDGMENTS: DIFFERENTIAL EFFECTS OF RESOURCE DEPLETION**

*Robert D. Mather, Darcy A. Reich; Texas Tech University* – With adequate motivation and cognitive resources, people may attempt to overcome negative biases when making social judgments (e.g., Reich & Weary, 1998). However, as revealed by research on stereotyping (Macrae, Bodenhausen, Milne, & Jetten, 1994), efforts at correction sometimes backfire, producing ironic effects (Wegner, 1998). Beyond attempting to correct for negative stereotypes, perceivers may strive more generally to “be positive” or to “avoid negative thinking” when judging other people. The current research examined how perceivers’ effectiveness at drawing positive dispositional inferences might depend on whether they are pur-

suing an approach or an avoidance goal, and on whether they have sufficient cognitive resources. Participants watched a video of a child performing a spatial ability task under instructions either to avoid thinking negative things or to focus on positive things about the child’s performance. Half of the participants engaged in a secondary task designed to deplete their cognitive resources. Participants then judged the child’s intelligence and completed open-ended measures describing what they looked for and thought about during the video. Participants instructed to avoid negative thoughts drew more negative dispositional inferences and expressed fewer positive thoughts when under cognitive load than when not under load. However, for participants instructed to focus on positive thoughts, no load condition differences emerged. As predicted, resource depletion affected participants’ ability to successfully pursue an avoidance goal, but did not affect their success in pursuing an approach goal. Discussion centers on implications for ironic process theory and the role of directional motivations in the dispositional inference process.

**B74****INTERPERSONAL CONSEQUENCES OF GOAL PROJECTION**

*Gabriele Oettingen<sup>1,2</sup>, Christie Kawada<sup>1</sup>, Peter Gollwitzer<sup>1,3</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Hamburg, Germany, <sup>3</sup>University of Konstanz, Germany* – Goal projection is a phenomenon in which conscious and nonconscious goals are projected onto others. The purpose of the current studies is to demonstrate that goal projection serves interpersonal consequences. In Experiment 1, participants were asked to perform a group task in which their responses would be kept anonymous. In the conscious same goal condition, participants were given the goal to be creative, and were explicitly told that their fellow group members would also have this goal. In the projection condition, participants were just given the creative goal, but were told nothing about their group members. And in the no goal condition, they were given the task instructions. While the no goal condition provided the least amount of responses, those in the projection condition provided just as many responses in comparison to those in the same goal condition. This provides support that nonconscious goal projection leads to enhanced group performance which is equivalent to when one consciously perceives the group to share a common goal. Experiment 2 replicated these findings, demonstrating that greater helping behavior was provided to other students when participants nonconsciously projected their goals onto others in comparison to when they believed other students to have a different goal. Experiment 3 investigates the interactive effects of goal projection between the projector and target. Results indicated that the target of projection rated the projector and his behavior more favorably when their goals matched that of the projector than when they did not match. Implications for goal theory are discussed.

**B75****EXCLUSION AND NONCONSCIOUS BEHAVIORAL MIMICRY: THE ROLE OF IDENTITY REGULATION**

*Jessica Lakin<sup>1</sup>, Tanya Chartrand<sup>2</sup>, Robert Arkin<sup>3</sup>; <sup>1</sup>Drew University, <sup>2</sup>Duke University, <sup>3</sup>Ohio State University* – Human beings are social animals. It is therefore not surprising that people have developed automatic behaviors that help them maintain relationships. Because mimicking the nonverbal behaviors of others creates liking and rapport, it may represent one way for an excluded person to affiliate with someone new. The current studies explored this hypothesis. In both experiments, participants played a ball-tossing game and then completed an ostensibly unrelated task with a confederate. Experiment 1 demonstrated that nonconscious behavioral mimicry of the confederate was more likely to occur when people were excluded from the ball-tossing group than when they were included. Experiment 2 extended this finding by showing that mimicking the behaviors of others serves the purpose of regulating identity. Female participants were excluded by an all-female or all-male group and then interacted with a female or male confederate. When the participants were excluded by their ingroup and the confederate was an ingroup member,

they were more likely to mimic the behavior of that confederate. This effect was mediated by belongingness threat. To the extent that individuals felt that they had been excluded from the ingroup and that they belonged to that group, they were more likely to mimic the ingroup confederate. The results of these experiments indicate that people may be able to regulate their group identities by affiliating through mimicry, even though mimicry happens nonconsciously. This suggests that mimicking the behaviors of others is functional, and furthers the perspective that the unconscious is flexible and able to adapt to new situations.

**B76**

**AUTONOMY IN THE SELF AND THE RELATIONSHIP: DOES GENDER MATTER?** *Cynthia Lonsbary, C. Raymond Knee, Amy Canevello; University of Houston* – Previous research has linked both trait autonomy (general feelings of choicefulness) and relationship specific autonomy (feeling choiceful within one's relationship) to many relationship outcomes. The current research examined whether one's reasons for being in the relationship (relationship specific autonomy) mediate the association between feeling more or less free in one's actions (trait autonomy) and relationship outcomes such as response to disagreements. Specifically, we hypothesized that trait autonomy would be associated with greater relationship specific autonomy, which would predict more understanding and less defensive responses to disagreements. It is possible, however, that autonomy may not function the same way for both men and women. Thus, a secondary purpose of this study was to determine if the associations between autonomy and outcomes are similar across genders. Seventy heterosexual romantic couples completed measures of trait autonomy, relationship specific autonomy, and responses to relationship disagreements. Results revealed that relationship autonomy mediated the link between trait autonomy and responses to disagreements. Interestingly, women showed a stronger relation (compared to men) between both trait and relationship autonomy and responses to disagreements. These findings support an integrative model of autonomy in the self and the relationship and suggest that autonomy at both the trait and relationship level may be of larger importance to women than to men.

**B77**

**THE DYNAMIC PROCESS OF LIFE SATISFACTION** *Daniel Heller<sup>1</sup>, David Watson<sup>2</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>University of Iowa* – Previous well-being research has focused almost exclusively on trait like global ratings of life satisfaction. Drawing from CAPS (Mischel & Schoda, 1995), self-esteem, job satisfaction and attitude-construction literatures, we argue for the importance of studying within subject variations in life satisfaction. Consequently, in the current study we (a) demonstrate the existence of substantial within-subject fluctuations in life satisfaction, and (b) show that this variation is not random, but rather is systematically related to both personal factors (i.e., neuroticism and extraversion), situational factors (e.g., job and marital satisfaction), and their interactions. To achieve these goals, a diary study of 82 fully-employed, married adults was conducted. Participants completed a) an initial questionnaire battery, consisting of personality inventories, and general ratings of satisfaction; and b) diary logs assessing current mood, event reports, and ratings of satisfaction twice a day each weekday over a period of three weeks. Findings indicate that a substantial proportion of the variance in life satisfaction lies at the within-individual level. Moreover, changes in life satisfaction were systematically related to changes in job and marital satisfaction; negative work-related events and non-specific positive events; positive and negative mood; and neuroticism and extraversion. Furthermore, neuroticism moderated the association between life satisfaction and marriage-related and non-specific negative events, whereas extraversion moderated the association between life satisfaction and positive events in the marriage. This study increases our understanding of

the nature and antecedents of the dynamic process of life satisfaction as it unfolds in a natural context.

**B78**

**THE EFFECTS OF VARIOUS TYPES OF SOCIAL SUPPORT RECEIPT AND DESIRE FOR INDEPENDENCE ON ADJUSTMENT FOR MALES VERSUS FEMALES** *Alexander Nagurney<sup>1</sup>, John Reich<sup>1</sup>, Jason Newsom<sup>2</sup>; <sup>1</sup>Arizona State University, <sup>2</sup>Portland State University* – A recent investigation found that males who received high levels of social support reported worse adjustment if they desired to be independent. No such difference emerged for females. The present study sought to extend this finding by examining the separate effects of emotional, informational, and instrumental support on adjustment. The study assessed a sample of older, slightly disabled adults (63 males and 55 females) who reported their gender, desire to be independent, and the extent to which they received the various types of support mentioned above. Outcome measures included depression, positive affect, and self-esteem. The three-way interaction involving emotional support was significant for depression, replicating the originally reported pattern for overall support. Gender by support interactions revealed less positive affect and lower self-esteem for males under conditions of high support in both cases. For informational support, the three-way interaction was significant for self-esteem, again replicating the original pattern. Gender by support interactions revealed higher depression levels and less positive affect for males under conditions of high support. Finally, for instrumental support, three-way interactions for depression and positive affect again confirmed the original pattern. A significant gender by support interaction showed that males reported lower self-esteem under high support conditions. Overall, these results suggest that males do indeed show a tendency to respond poorly to support receipt; however, this relationship can differ from one support type to another, depending upon independence desires and the particular outcome measure examined.

**B79**

**PATRONIZING ENVIRONMENTS CREATED BY THE POWERFUL: STEREOTYPE-BASED BEHAVIORS AND PERFORMANCE DECREMENTS FOR FEMALE SUBORDINATES IN MASCULINE DOMAINS.** *Sarah Gervais<sup>1</sup>, Ann Hoover<sup>1,2</sup>, Theresa Vescio<sup>1</sup>, Mark Snyder<sup>3</sup>; <sup>1</sup>The Pennsylvania State University, <sup>2</sup>Purdue University, <sup>3</sup>University of Minnesota* – Recent findings indicate that the stereotyping tendencies of the powerful are influenced by the way in which powerful people construe their goals (Vescio, Snyder, & Butz, in press). More specifically, in masculine domains, powerful people who construed their goals in avoidance (as compared to approach) related terms and who were attentive to those weaknesses of subordinates that may thwart goal strivings (as compared to strengths that may enhance goal strivings) stereotyped the relatively powerless more strongly. The purpose of the present work was to examine the different behaviors that powerful people exhibit under conditions that promote stereotyping, i.e., when goals are construed in avoidance related terms, called weakness focused conditions. In study one, participants assigned to a high power position were asked to assign subordinates to valued or devalued positions and provide feedback in a masculine domain. We found that those powerful who have weakness (vs. strength) focused goal orientations behaved in patronizing ways toward low power women; they assigned less valued positions to women, but praised women more, replicating and extending Biernat and Vescio's (2002) findings. In study two, we recreated the patronizing environments that the powerful produced in study one. We crossed feedback (praise, no praise) and position assignment (valued, devalued) and found that women who were assigned to devalued positions, but given praise showed performance decrements while men in the same condition and participants in other conditions showed no performance decrements. Implications for stereotyping and power are discussed.

B80

**COMPETING COGNITIVE AND MOTIVATIONAL INFLUENCES ON RISK JUDGMENTS AND PREFERENCES FOR SCIENTIFIC INFORMATION**

*Elaine Vaughan, Marina Berns Kahana, Janel Alberts; University of California, Irvine* – Individuals frequently assess threats such as the risk of bioterrorism, cancer-causing agents or medically unexplained symptoms when evidence is ambiguous. Although prior beliefs can bias reasoning strategies under conditions of uncertainty, different motivational and decision contexts undoubtedly modify the impact of this factor. This experimental study examined interacting effects of prior beliefs, scientific evidence and accuracy motivation on risk judgments and preferences for base rate information and confirmatory scientific evidence. We predicted that prior beliefs' impact on judgments and information preferences would vary depending on situational information. Based on a repeated-measures factorial design, brief chemical hazard profiles were presented and systematically varied accuracy motivation and evidence strength. Participants rated the risk presented by each substance and indicated what additional scientific information would be useful for a final risk decision. Prior risk beliefs had been measured in a previous session. Results demonstrated that prior beliefs' influence on risk perceptions and information selection was moderated by evidence strength and accuracy motivation. With high accuracy motivation and strong prior beliefs, individuals weighed situational evidence less in formulating risk judgments, and were more likely to reject further scientific information. However, if accuracy motivation was high but prior beliefs weak, individuals weighed situational evidence more, and preferred additional scientific information that questioned the validity of risk findings. Prior belief groups differed less in the effects of evidence with low accuracy motivation. This study confirms the flexibility of reasoning strategies to judge risk and the joint influence of prior beliefs and situational characteristics.

B81

**THE DISPOSITIONAL BOOMERANG: ON THE CONSEQUENCES OF CORRECTING SOCIAL INFERENCES**

*Nicolas Geeraert, Vincent Yzerbyt; Catholic University of Louvain, at Louvain-la-Neuve* – Current perspectives on correspondence bias suggest that dispositional attribution is followed by a situational correction. We suggest that correcting dispositional inferences entails both the processing of situational information and the suppression of the initial inference (Yzerbyt, et al., 2001). Building on recent research of mental control (Wenzlaff, & Wegner, 2000), we propose that this suppression may lead to post-suppressional dispositional rebound. We argue that this rebound is procedural (making dispositional judgments), rather than conceptual (e.g. white bear). In study 1, participants were given the explicit instruction to avoid dispositional inferences, while judging a constrained target. Afterwards these suppressors used more dispositional-laden language to describe social behaviors. In study 2, participants were confronted with a free or forced target, but weren't given any suppression instruction. Judging a forced speaker should elicit situational correction, and thus lead to dispositional suppression. Consequently forced speaker participants selected more dispositional-laden language to describe subsequent behaviors.

B82

**CROSS-CULTURAL VARIATIONS IN SOCIAL PERSPECTIVE TAKING: EMPATHY AND EGOCENTRIC BIAS AMONG ASIAN-CANADIANS AND EUROPEAN-CANADIANS**

*Etsuko Hoshino-Browne<sup>1</sup>, Dov Cohen<sup>2</sup>; <sup>1</sup>University of Waterloo, Waterloo, Ontario, <sup>2</sup>University of Illinois, Urbana-Champaign, Illinois* – Based on findings that Asians tend to take a third-person perspective or "generalized other's" perspective on themselves, whereas European-Canadians tend to take a more egocentric perspective in their memories and perceptions of the social world (Cohen & Hoshino-Browne, in press), we investigated social perspective taking among Asian-Canadians and European-Canadians. As hypothesized, we found significant cross-cultural differences in two

studies. Study One used a lie detection task. Whereas Asian-Canadians' empathy scores were correlated with accurate interpersonal perceptions, the empathy scores of European-Canadians were uncorrelated with accuracy and instead were positively correlated with their tendency to project their own feelings and thoughts onto others. Study Two used a music tapping procedure developed by Newton (1990). Task demands pitted attention to the objective stimulus against attention to the idiosyncratic representation of the music in the participant's head. Asian-Canadians were more accurate in this task, because they paid more attention to the objective stimulus and less attention to their own idiosyncratic representations, as compared to their European-Canadian counterparts. The two studies were consistent with the argument that Westerners tend to take a more "insider" or egocentric perspective on the world, whereas Asians tend to take a more "outsider's" perspective on themselves and thus are better able to get out of their own heads, reducing tendencies toward egocentric thinking.

B83

**AFFECTIVE AND COGNITIVE COMPONENTS OF RACIAL ATTITUDES: DIFFERENTIAL INFLUENCE ON AFRICAN AMERICAN AND WHITE AMERICAN CHILDREN'S INGROUP AND OUTGROUP JUDGMENTS**

*Eun Rhee<sup>1</sup>, Jeannette Alvarez<sup>2</sup>; <sup>1</sup>University of Delaware, <sup>2</sup>New York University* – This study investigated the nature of children's racial attitudes and their consequences for ingroup and outgroup judgments. Specifically, we examined whether children's racial attitudes a) include affective and cognitive components, b) consist of distinct ingroup and outgroup attitudes, and c) predict ingroup and outgroup judgments. First to fourth grade African American and White American children (N = 266) were given three types of measures: racial attitudes, perceptions of similarity, and friend preference. The liking attitudinal measure assessed the affective component and the trait attribution measure assessed the cognitive component of attitudes toward three racial groups (African Americans, Asian Americans, and White Americans). Confirmatory factor analyses indicated that the affective and cognitive components of racial attitudes formed two distinct factors. Hierarchical regression analyses were conducted on children's race-related judgments using the affective and cognitive components of their racial attitudes toward each of the three racial groups. Consistently, the affective component was a stronger predictor of similarity judgments and friend preference than the cognitive component,  $F_s > 6.15$ ,  $p_s < .01$ . The relation between the affective component and judgment was also found to be specific to each group - attitudes toward one group did not predict judgments about another group. These results suggest that children's racial attitudes are more multifaceted than previously conceptualized. The finding that children's attitudes toward the ingroup only predicted ingroup judgments and that children's attitudes toward the outgroup only predicted outgroup judgments provide further evidence that ingroup favoritism does not necessarily imply outgroup derogation.

B84

**RE-EXAMINING SOCIAL IDENTITY AND PERSUASION: THE EFFECTIVENESS OF ENEMY OUTGROUP SOURCES**

*Robert Mirabile, Joel Cooper; Princeton University* – Prior research on social identity and persuasion has emphasized the tendency for people to be more persuaded by sources with whom they share a group membership (ingroup sources) than outgroup sources. The current research, however, identified conditions in which the opposite proved true. Across four studies it was found that participants were more persuaded when they received a nonprototypical message (i.e. one not typically associated with the source's social group) from an enemy outgroup source (i.e. a member of a group perceived to hold an oppositional viewpoint to that of one's ingroup) than when they received the same message from an ingroup source. This persuasion effect was not driven or moderated by consistency of the message with recipients' initial attitudes. Instead, people were more persuaded by enemy outgroup sources in such cases because



of decreased perceptions of source and message bias. Moreover, the persuasion difference was only found among message recipients who considered themselves ingroup members, further highlighting the role of social identity in these findings.

**B85****A DISSOCIATION BETWEEN EXPLICIT AND SPONTANEOUS STEREOTYPED TRAIT INFERENCES**

*Alexander Todorov<sup>1</sup>, Celia Gonzalez<sup>2</sup>, James Uleman<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>New York University* – In the presence of information about a behavior in which an actor has engaged, people spontaneously infer traits from this information, and these trait inferences are not only associated with the behavior, but also independently associated with the individual who performed that behavior. This study examines the influence of knowledge of an actors' social category on the degree to which trait inferences are implicitly (spontaneously) associated with the actor (after Todorov & Uleman, 2002), as well as explicitly made about actors. All participants saw a series of face-behavior pairs that were gender-stereotype consistent, inconsistent, and neutral. On critical trials, traits were always implied by the behavior that was described. For example, in an inconsistent pair, a man was pictured and described as changing a baby's diaper. Later when presented with these faces (man) and relevant traits (nurturant), participants showed less false recognition of the traits for stereotype inconsistent than for consistent and neutral implied traits. Although the association between actors and inconsistent traits were relatively inhibited on this implicit measure, the opposite pattern emerged when participants explicitly evaluated how much these behaviors, performed by the same actors, were diagnostic of the implied traits. On this explicit measure, participants inferred relevant traits more from stereotype inconsistent behaviors than from consistent or neutral behaviors. These results show that the strength of associations between actors and trait inferences is influenced by social category information. Further, stereotype inconsistent traits are inhibited spontaneously, but are enhanced when judged explicitly.

**B86****THE INFORMATION USED TO JUDGE SUPPORTIVENESS DEPENDS UPON THE LEVEL OF ANALYSIS**

*Brian Lakey<sup>1</sup>, Catherine J. Lutz<sup>2</sup>, Alan Scoboria<sup>3</sup>; <sup>1</sup>Wayne State University, <sup>2</sup>University of Dayton, <sup>3</sup>University of Connecticut* – People who judge others as supportive enjoy better mental health than people who judge others as unsupportive. Therefore it is important to understand how people judge supportiveness. One line of research indicates that support judgments reflect a blend of the personality of perceivers, the objective characteristics of support providers (i.e., targets) and the unique relationships between perceivers and targets. A second line of research indicates that perceivers use information about targets' personality and targets' similarity to perceivers to judge supportiveness. In the present study, we used new techniques from generalizability theory to integrate these two lines of research. We examined the extent to which perceivers used specific target information to judge supportiveness when the judgments reflected perceivers, targets or their unique relationships. The hypothesis that supportiveness reflects target personality specifically predicts correlations between support and personality for the components that reflect the objective characteristics of targets. The hypothesis that supportiveness reflects similarity specifically predicts correlations between support and similarity for the relationship components. Correlations for other components would be inconsistent with previous accounts of how perceivers judge supportiveness. Eighty college students judged the likely supportiveness, personality characteristics and similarity of four characters from a TV show with whom all participants were familiar. As predicted, correlations between target personality and supportiveness were significant and strong when ratings reflected the objective characteristics of targets and there were significant and strong correlations between similarity and supportiveness when ratings reflected unique relationships. (In press, *Journal of Social and Clinical Psychology*).

**B87****AN EXPERIMENTAL EXAMINATION OF THE EFFECTS OF ETHNOPHAULISM COMPLEXITY ON EXCLUSION**

*Brian Mullen, Tirza Leader, Diana Rice; Syracuse University* – Ethnophaulisms (Roback, 1944) are the words used as ethnic slurs to refer to ethnic outgroups. These cognitive representations of ethnic immigrant groups tend to be low in complexity and negative in valence (Mullen, 2001). Mullen and Rice (in press) reported that low complexity, more so than negative valence, in ethnophaulisms predicts exclusion of ethnic immigrants. However, the direction of causality between ethnophaulism complexity and exclusion is difficult to address in Mullen and Rice's (in press) archival data. Moreover, the greater potency of complexity over valence in ethnophaulisms runs counter to the prevailing wisdom about the hurtfulness of hate speech (e.g., Scott, 1999). The present effort represents the first experimental examination of the effects of ethnophaulism complexity and valence on exclusion. Participants read statements about members of a hypothetical immigrant group engaging in positive and negative behaviors. Participants were then asked to use each of 5 ethnophaulisms for the immigrant group in a sentence. The ethnophaulisms varied in a between-subjects manipulation of (high vs. low) complexity and (moderate vs. negative) valence. Analyses revealed a significant main effect for complexity, and no main effect or interaction for valence. Consistent with the results of Mullen and Rice (in press), participants who used simple ethnophaulisms for the immigrant group were more likely to overestimate the negative behaviors engaged in by that group, and were in turn more likely to exclude that group. These results have implications for theories of intergroup perception, and for intergroup conflict interventions.

**B88****CONTINGENCIES OF SELF-WORTH AND SELF-REGULATION OF BEHAVIOR**

*Amara Brook, Jennifer Crocker; University of Michigan* – Researchers have argued that basing self-esteem on a domain may motivate increased effort to achieve goals in that domain (Crocker, 2002; Crocker, Luhtanen, Cooper, & Bouvrette, in press; Strahan, 2002), but have also argued that believing self-worth can drop may lead to costs (Crocker & Park, 2002). Thus, it is not clear from previous research whether basing self-worth on a domain helps or hurts goal attainment in that domain. In two studies, we tested the idea that basing self-worth on a domain motivates increased effort in that domain, but believing that self-esteem is vulnerable to drops may impair performance on complex tasks. In Study 1, we measured basing self-esteem on academics, including self-esteem increasing in response to positive academic outcomes (approach contingency) versus decreasing in response to negative academic outcomes (avoidance contingency). Avoidance academic contingency predicted lower GRE performance, but total and avoidance academic contingency also predicted more time examining GRE solutions. In Study 2, we examined these processes in a different domain, with a longitudinal method. Basing self-worth on environmentalism predicted more self-reported environmental behaviors and writing an environmentally focused political letter. However, only approach environmental contingency predicted letter length. Surprisingly, avoidance environmental contingency did not interfere with letter writing. We conclude that basing self-worth on a domain is associated with increased effort in that domain, but believing that self-esteem is vulnerable to drops may interfere with performance on some complex tasks. We discuss the results in light of theories of contingent self-worth, approach/avoidance motivation, and self-regulation of behavior.

**B89****RELATIONAL ORIENTATION AS A MODERATOR OF THE ASSOCIATION BETWEEN SOCIAL SUPPORT AND PSYCHOLOGICAL WELL-BEING**

*Shannon M. Smith, Jonathan M. Cheek, Julie K. Norem; Wellesley College* – Social support tends to be negatively associated with depression and positively associated with well-

being. In this study, we investigated the influence of the idiographic importance of relationships to one's identity (relational orientation) as a moderator of these associations. Our hypothesis was that the association between social support and psychological well-being would be stronger for individuals high in relational orientation compared to those low in relational orientation. A sample of 273 female undergraduates completed a questionnaire packet including measures of social support, depressive symptoms, life satisfaction, and relational orientation. Acquaintance ratings of depressive symptoms and life satisfaction were obtained for 162 of these participants. We tested the moderator variable hypothesis using regression analyses in which an interaction term was computed from the product of social support and relational orientation. In four regression equations predicting either self-reports or acquaintance ratings of depressive symptoms or life satisfaction, three of the four Social Support X Relational Orientation interactions were significant and the fourth was in the predicted direction. Specifically, for those higher in relational orientation, there were stronger associations between social support and both self-reports and acquaintance ratings of life satisfaction than for the less relationally oriented. For depressive symptoms, the predicted moderator effect did not reach statistical significance in self-reports, but was significant in acquaintance ratings. This pattern of results indicates that individual differences in relational orientation systematically moderate the extent to which social support functions as a resource for life satisfaction or as protection from depressive symptoms.

**B90**

**EGOCENTRIC MOTIVE ATTRIBUTIONS AND SUPPORT OR OPPOSITION TO THE WAR IN IRAQ** *Michael J. A. Wohl<sup>1</sup>, Glenn D. Reeder<sup>2</sup>, John B. Pryor<sup>2</sup>, Michael L. Griswell<sup>2</sup>; <sup>1</sup>Carleton University, <sup>2</sup>Illinois State University* – Why did America go to war in Iraq? Across four studies, we examine how people construct their perception of reality in accord with their own subjective perspective and needs (Ross & Ward, 1996). Perceivers were informed about the attitudes of others toward the war and were asked to make judgments about the motives underlying those attitudes. In Study 1, participants were asked to judge President Bush's motives for war. To the extent that respondents disagreed with Bush's position on the war, they perceived him to be motivated by self-interest (rather than ethical principles) and as motivated by a desire for power (rather than to defend the U.S. from threat). Study 2 aimed to determine if the results of Study 1 could be attributed to patriotism, rather than to naive realism about the war. To examine this possibility, we surveyed a group (Canadians) for whom the issue of patriotism should be irrelevant. As expected, the results of this study replicated those of Study 1. Studies 3 and 4 examined an alternative interpretation that perceived motive influenced attitudes toward the war (as opposed to the reverse causal path in which respondents' attitudes influenced perceived motive). Results suggest that people formed an attitude toward the war and then passed judgment on their fellow citizens. The neglect of perceived motives, and, more generally, inferences about mental states in psychological literature are discussed.

**B91**

**CULTURAL FRAME SWITCHING IN BICULTURALS: IDENTITY INTEGRATION AND THE VALENCE OF CULTURAL CUES** *Chi Ying Cheng<sup>1</sup>, Fiona Lee<sup>1</sup>, Veronica Benet-Martinez<sup>2</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>University of California, Riverside* – Biculturals are able to shift between their two cultural interpretive frames in response to cues in the social environment in a process called "cultural frame switching." (Hong, Morris, Chiu, & Benet-Martinez, 2000). Recent research suggests that individual differences in how biculturals organize their multiple identities affect the cultural frame switching process (Benet-Martinez, Leu, & Lee, 2002). Particularly, individuals with high levels of "Bicultural Identity Integration" (or high BII's) perceive their cultural identities as compatible and have more positive experiences associated with being bicultural (e.g., encounter less discrimination of their cultural groups). In contrast, indi-

viduals with low BII perceive their cultural identities as conflictual and have more negative experiences associated with being bicultural (e.g., encounter more discrimination) (Benet-Martinez, Haritatos, Santana, 2003). Based on these findings, we predicted and found that, when exposed to positive cultural cues, high BII's exhibited assimilation effects by adopting a cultural frame consistent with external cues, and low BII's exhibited contrast effects by adopting a cultural frame opposite to external cues. However, the reverse was true with negative cultural cues. These results suggest that for both high and low BII's, contrast effects occur when the valence of cultural cues is inconsistent with past experiences and expectations. These results have implications for understanding the psychological mechanisms underlying cultural frame switching, and the effects of cultural frame switching on social adjustment and well being.

**B92****REDUCING THE ATTENTIONAL BIAS FOR REJECTION IN PEOPLE WITH LOW SELF-ESTEEM** *Stéphane Dandeneau, Mark Baldwin; McGill University*

– Our past research on the interpersonal roots of self-esteem has shown that people with low self-esteem tend to be more attentive to negative social information than positive social information. People with high self-esteem on the other hand, do not exhibit an attentional bias for rejection and instead show trends towards an acceptance bias. Building on the face-in-the-crowd paradigm, a training task (the SE Matrix) was developed to teach people to look for acceptance while inhibiting rejection. Participants were repeatedly presented 4 x 4 matrices of pictures, of which 15 were frowning and 1 was smiling, and instructed to identify the smiling/approving face as quickly as possible by tapping on the picture on a touch screen. A Visual Probe Task (VPT) was then used to measure their attentional bias for rejecting and accepting pictures and a combination of self-esteem measures were used to assess participants' level of self-esteem. Results show a significant negative correlation between rejection bias and self-esteem, but only in the control condition, indicating that the lower's one's self-esteem, the greater one's attentional bias for rejection. Results also indicate that people with low self-esteem in the experimental condition experienced significantly less attentional bias for rejection than people with low self-esteem in the control condition. People with high self-esteem on the other did not differ in attentional bias for rejection or acceptance between conditions. Thus, the experimental condition significantly reduced the attentional bias for rejection, but only for people with low self-esteem.

**B93****PROSPECT THEORY, ETHNOCENTRISM, AND THE VALUE OF A HUMAN LIFE** *Demis E. Glasford, Felicia Pratto; University of Connecticut*

– Prospect theory (Kahneman & Tversky, 1979) suggests that people are risk-adverse when outcomes are framed as losses, but risk-seeking when outcomes are framed as gains. When choosing between health interventions for ingroups and non-stigmatized groups, most select a program with a 2/3 probability of killing 600 people over a program that would result in 400 certain deaths (loss frame) but would save 200 people with certainty over the 1/3 probability of saving 600 people (gain frame; Tversky & Kahneman, 1981; Levin & Chapman, 1990). The present research examined how people evaluate prospects for outgroups considered alone and in competition with ingroups using replications of the health problem above. In Experiment 1, American participants chose outcomes for either Americans, Iraqis, or Americans vs. Iraqis. Prospect theory was supported when participants considered the U.S. alone, and Iraq alone, but in the intergroup condition, counter to prospect theory predictions, a large majority of participants preferred certain losses for Iraqis and uncertain gains for Americans. In Experiment 2, U.S. and British participants made choices about Iraqi outcomes in a disease or a war context, as well as intergroup choices involving any two of U.S., U.K., and Iraq. Participants followed prospect theory with respect to Iraqi lives considered alone in both contexts, but favored their own nation and the

ally over Iraq when outcomes for nations were described as in competition. Choices between own nation and ally were equivocal, following neither ethnocentric or prospect theory predictions. Implications for integrating ethnocentrism and prospect theory are discussed.

**B94****PRIME & PREJUDICE: EXPLORATORY STUDIES ON ELICITING TOLERANCE**

*Scott Akalis, Mahzarin Banaji; Harvard University* – Past studies have shown that making stereotypes salient can increase prejudice. However, today's leaders rarely struggle with finding ways to increase prejudice. Finding the mechanisms that can reduce existing stereotypes, rather than observing or creating them, was the goal of these exploratory studies. Specifically, we tested whether priming methods could be used to achieve the opposite result of past research, by producing greater tolerance. Across studies, we used different priming methods and targets of prejudice. In one study, participants were supraliminally primed with sentences related to God after which intergroup judgments were assessed. In another study, a manipulation was devised to generate open or close-minded thinking, after which levels of prejudice were assessed. In a third study, participants were primed with themes such as goodness and justice, after which their acceptance of outgroup members was measured. In each case, some evidence that such manipulations create greater tolerance was obtained. Further work is being conducted to determine the precise nature of the primes that are able to affect tolerance, as well as the mechanism by which primes exert such an effect. In part, these studies aim to understand the mechanisms that create tolerance. Additionally, in showing the malleability of variables thought to be stable features (e.g., religiosity, open-mindedness, and fairness), the results of such studies yield theoretical insight into the nature of concepts like attitude and prejudice, as well as personality.

**B95****EXPECTANCY-BASED ILLUSORY CORRELATION AS A MODEL OF RACIAL PROFILING**

*Tirza Leader; Syracuse University* – The present effort examines the possible contribution of expectancy-based illusory correlation to the process of racial profiling. For example, the expectancy-based illusory correlation may show that people believe Arabs are the primary source of terrorist attacks because this belief is consistent with their present stereotypes about Arabs. Participants in the experimental condition read a series of statements describing members of the social categories "Arabs" and "Americans" engaging in equal numbers of positive, neutral or negative (specifically terrorist) behaviors. Participants completed the standard illusory correlation measures, and then participants in both the experimental and control conditions evaluated a specific Arab passenger on a flight and a specific American passenger on a flight. The basic expectancy-based illusory correlation effect was replicated. In addition expectancy-based illusory correlation increased the tendency for participants to believe that the Arab passenger should be searched before boarding the plane than the American passenger. Moreover, the tendency to believe that the Arab was more likely to be a terrorist than the American was strongly predicted by the magnitude of the earlier expectancy-based illusory correlation. These results suggest that racial profiling may be due, in part, to expectancy-based illusory correlation.

**B96****THE ROLE OF NOVELTY AND EXPECTATION IN HEDONIC ADAPTATION**

*Jaimie Kurtz, Timothy D. Wilson; University of Virginia* – According to adaptation-level theories (e.g., Helson, 1947, 1964; Parducci, 1995), people adapt to a stimuli after repeated exposures to it, meaning that things that were initially very positive gradually cease to bring pleasure, and things that were initially very negative gradually bring less pain. However, these theories seem to have trouble defining the context in which adaptation occurs. The present studies examine the possibility that adaptation occurs when people compare a new experience to an expectation. In a series of three studies, participants looked at

pleasant pictures of dogs and scenic landscapes, which were presented in a random order, and they were periodically asked to rate how pleasant the pictures were. Participants in the labels condition were given a list that contained the order in which the pictures were to appear, while participants in the no labels condition did not know the order. It was hypothesized that, by varying expectation, those in the labels condition would adapt to the pictures more quickly and would rate them as being less pleasant than those in the no labels condition, even though prior exposure to the pictures was the same across conditions. Results supported this hypothesis, with a significant difference between the two conditions in two of the three studies ( $p < .01$ ) and a trend towards significance in the third ( $p < .10$ ). Also, in two of the three studies, there was a significant mood difference, with those in the no labels condition reporting being in a better mood than those in the labels condition ( $p < .05$ ).

**B97****IN THE EYE OF THE BEHOLDER: GENDER DIFFERENCES IN THE LINK BETWEEN INTIMACY GOALS AND RELATIONSHIP SATISFACTION**

*Melanie E. Zachar, Catherine A. Sanderson; Amherst College* – This research examines how individuals' focus on intimacy goals in their dating relationships is associated both with how they see their partners and interact in their relationships, as well as whether these factors mediate the link between intimacy goals and relationship satisfaction. Fifty-five heterosexual dating couples completed measures of intimacy goals in dating, self and partner's attributes, self-esteem, self-disclosure, commitment, and relationship satisfaction. Results indicate that people with a strong focus on the pursuit of intimacy goals see their partners as sharing such a focus, and actually do have partners who have such a focus. Women who have a strong focus on intimacy goals see their partners' interpersonal qualities (e.g., warmth, kindness, etc.) in a particularly positive way, but not rate their partners' objective traits and skills (e.g., athletic ability, intelligence) in such an overly positive way. Intimacy-focused women also engage in frequent self-disclosure with their partners, are motivated by desire-based commitment, and experience considerable relationship satisfaction. Moreover, mediational analyses reveal that women with intimacy goals experience relationship satisfaction in part because they hold positive perceptions about their partners' interpersonal qualities, engage in self-disclosure, and are motivated by desire-based commitment. In contrast, men's focus on intimacy goals is not associated with particular perceptions of their partners or interactions in their dating relationships. Five-month follow-up analyses revealed that women's pursuit of intimacy goals at Time 1 predicted both their own and their partner's satisfaction at Time 2, whereas men's intimacy goals were not associated with either partner's satisfaction.

**B98****A COMPUTERIZED, INDIVIDUALLY TAILORED, CONDOM USE INTERVENTION BASED UPON THE IMB MODEL OF HEALTH BEHAVIOR CHANGE**

*William Barta, Susan M. Kiene, Jeffrey D. Fisher; University of Connecticut* – In health psychology, tailoring describes information or persuasive messages intended to reach a specific person based on his or her assessed needs (Kreuter, 2000). This study was designed to provide a tailored, condom-use promotion message based on the Information-Motivation-Behavior Skills (IMB) model of behavior change (Fisher & Fisher, 1992). College undergraduates were randomly assigned to the experimental condition (condom use intervention) or to a control condition (nutrition intervention). Pre- and post-test measures and the intervention were delivered via an interactive software application designed for this study. The intervention provided training on condom use information (through a presentation of relevant facts matched to the individual's demonstrated knowledge levels), motivation (through a motivational interviewing algorithm), and behavioral skills (through participatory skills-building exercises). In session 1, participants completed an initial assessment of their condom use information, motivation, behavioral skills, and behavior and then received part 1 of 2 parts of the tailored

intervention. Two weeks later participants returned for the 2nd part of the intervention and again 2-weeks later for the follow-up assessment. Compared to the control condition, individuals in the experimental condition were more likely to request free condoms via a coupon distributed to all participants at the end of the 3rd session. These preliminary findings suggest that a brief (1-2 hour) computer-tailored intervention relating to condom use promotion is both feasible and effective.

**B99****EXPRESS YOURSELF: EXPRESSION AND PERCEPTION OF PERSONALITY IN CLOTHING AND APPEARANCE** *Laura*

*Naumann, Simine Vazire, Jason Rentfrow, Samuel Gosling; University of Texas, Austin* – This study explores the relationship between personality and clothing or appearance and how observers use that information to form impressions of the people who wear the clothing and construct their appearance. Ninety-one undergraduates participated as observers in groups of 12-18 who rated 60 targets' personalities based on a photo of the individual standing in a Standardized Pose or Natural Pose that was altered to show one of the following: Full Body, Head Only, or Body Only. Based on previous zero-acquaintance research (Kenny, 1994; Gosling, Ko, Mannerelli, & Morris, 2002), I predicted that observers would make consistent and accurate judgments across personality traits, particularly Extraversion, Conscientiousness, Openness, and Political Liberalism. I also predicted that consensus and accuracy would vary by type of information presented. The findings, which varied across traits, suggest that observers make the most consistent and most accurate judgments of Extraversion, Athleticism, and Attractiveness. In contrast to other domains of zero-acquaintance research, clothing may not be as predictive of personality as physical appearance or facial expressions are.

**B100****GETTING IN WITH THE IN-CROWD: INVESTIGATING THE ROLES OF SELF-MONITORING AND NEED TO BELONG IN THE USE OF RELATIONAL AGGRESSION** *Tiffany Burkhardt, H. Colleen*

*Sinclair; University of Minnesota* – When a person's sense of belongingness is threatened, he or she is more inclined to retaliate with some form of aggression than an individual who feels accepted (Twenge, Baumeister, Tice, & Stucke, 2001). The present study examined whether one's levels of self-monitoring, need to belong, and history of peer social exclusion relate to one's use of relational aggression in situations of rejection or acceptance. Participants (91 college students) completed surveys consisting of the Peer Social Exclusion Scale, the Scale of Reactions to Interpersonal Situations (both created for this study), the Need to Belong Scale (Leary & Cottrell, 2001), and the 18-Item Measure of Self-Monitoring (Snyder & Gangestad, 1986). Eighteen participants experienced an additional threat to belongingness, similar to the illusion of rejection used by Twenge, Baumeister, Tice, & Stucke (2001). We predicted that high self-monitors who had a high need to belong, were rejected by their peers, and experienced an additional threat to belongingness would be the most relationally aggressive. Regression analyses were conducted using the former four variables as predictor variables and relational aggression as an outcome variable. Overall, results revealed that need to belong is a significant predictor, such that individuals with a high need to belong respond to rejected situations with relational aggression and accepted situations with prosocial behavior. Threat to belongingness, self-monitoring, and history of peer social exclusion had no significant impact. The experimental condition of the situation (rejected or accepted), however, did have a significant relationship with the participants' reactions (relational aggression or prosocial behavior).

**B101****DOES SELF-REPORTED EMOTIONAL INTELLIGENCE PREDICT EMOTIONAL DISTRESS AND PSYCHOLOGICAL WELL INDEPENDENTLY OF THE BIG-5 PERSONALITY TRAITS?** *Chris*

*Barlett, Tirza Shulman, John Berger, Scott Hemenover; Kansas State University* – Although prior research has shown emotional intelligence (EI) to be an important predictor of emotional distress, few studies have focused on psychological well being. In addition, a debate exists as to whether self-report measures of EI simply measure personality traits. This study addressed these issues by investigating whether EI predicts emotional distress and psychological well being independent of the Big-5 personality traits. Participants (N = 263) completed measures of three EI abilities (perception, understanding, regulation), Big-5 traits, psychological well being and emotional distress. Results revealed associations between EI and health after controlling for personality. Specifically, perception was positively associated with emotional distress, understanding was positively associated with psychological well being, and regulation was negatively associated with distress. These findings add to and integrate the EI and positive psychology literatures, indicate that perceived EI predicts meaningful outcomes independent of personality, and suggest future research directions.

**B102****INDIVIDUAL DIFFERENCES IN NEGATIVE AFFECT REPAIR** *Jodi*

*Foura, Tirza Shulman, Scott Hemenover; Kansas State University* – Prior research has identified 12 strategies (e.g., reappraisal, distraction, venting, seeking social support) commonly used to repair negative affect (Parkinson and Totterdell, 1999), and work in our lab has revealed individual differences in these strategies (Hemenover & Pytlík Zillig, 2003). For instance neurotics report relying most on disengagement strategies aimed at avoiding or distracting oneself from negative affect, and extraverts report relying on engagement strategies aimed at changing negative affect. Despite the importance of these findings all our previous studies have involved retrospective or projective reports of repair efforts, and focused exclusively on trait repair strategies. The current study expands on our past work and the affect regulation literature by examining individual differences in state repair efforts. Participants (N = 121) completed measures of personality, watched a video designed to induce global negative affect and reported their affect. Next participants completed a repair strategy measure that asked the extent to which they wanted to engage in each of the 12 previously identified repair strategies. Results show that, independent of affect intensity, neuroticism predicted a preference for disengagement strategies such as venting, distraction, and physical disengagement and extraversion predicted a preference for engaging strategies such as confrontation and seeking social support. These findings replicate previous work and provide evidence that under conditions of moderate negative affect neurotics do use disengagement strategies, while people high in extraversion use more engaging strategies.

**B103****IS BIGGER REALLY BETTER?: THE EFFECTS OF GROUP MEMBERSHIP ON MEN'S PERCEIVED DISCREPANCY FROM SOCIAL NORMS** *Jean Limpert, Catherine Sanderson; Amherst College*

– This research investigates the effects of group membership on feeling discrepant from social norms and the extent to which feeling discrepant leads to different consequences for men in different groups. Eighty-six Amherst College undergraduate males were recruited to participate in this study. These men were recruited from one of four distinct campus groups: large-build athletes (e.g., football players), thin-build athletes (e.g., cross country runners), intramural athletes (e.g., ultimate frisbee players), and non-athletes (e.g., singing group members). Participants rated how they perceived themselves versus the average male student on measures of actual and ideal body size, exercise motivations, and comfort with alcohol use norms. Analyses revealed that all men feel discrepant from body image norms; compared to themselves, they believe that other

men are larger and have a larger ideal figure. However, group membership moderated the nature of this perceived discrepancy. Large-build athletes believe that they eat and exercise more than the average male and are more comfortable with body image and alcohol use norms than the average male. In contrast, men in all other groups believe the average male student is more motivated to eat and exercise to get larger and is more comfortable with alcohol use norms than they themselves are. Group membership also moderated the consequences of feeling discrepant from social norms, with weight-based athletes experiencing the greatest consequences from feeling discrepant from such norms.

**B104**

**MENTAL SIMULATION AND REGULATORY FOCUS** *Ronald A. Elizaga, Keith D. Markman; Ohio University* – In a test of predictions derived from the Reflection and Evaluation Model of comparative thinking (REM; Markman & McMullen, 2003), we examined the effects of mental simulations on regulatory focus. The REM proposes that two distinct modes of mental simulation occur during comparative thinking: reflection - simulating that information about the comparison standard is true or part of the self - and evaluation - using information about the standard as a reference point - and describes how simulation mode interacts with comparison direction (upward or downward) to influence affect and motivation. Regulatory focus theory (Higgins, 1998) distinguishes between two motivational strategies: promotion, characterized by a focus on growth and advancement, and prevention, characterized by a focus on protection and safety. In the present experiment, it was predicted that upward evaluation (UE) would most readily engender a promotion focus, whereas downward reflection (DR) would most readily engender a prevention focus and that, in turn, both UE and DR would enhance intentions to improve upon academic outcomes in the future. Participants recalled a somewhat negative academic event, made an upward or downward counterfactual (Direction), and then engaged in either reflection (e.g., "To think, I could have gotten an "A") or evaluation (e.g., "I could have gotten an "A", but I did not") (Mode). The results confirmed predictions for motivation, but indicated that DR and UE enhanced both promotion and prevention foci. In addition, the effects of the Direction X Mode interaction on motivation were shown to be partially mediated by regulatory focus.

**B105**

**TOWARD AN AUTOMATIC PROCESSING MODEL OF SOCIAL NORMS** *Andria F. Schweigler, Gregory J. Pool; University of Texas, Arlington* – Despite increased understanding of social norms, existing theory does not acknowledge the multifaceted manner in which norms may guide behavior. The proposed theoretical framework links norms directly to specific groups and acknowledges that norm conformity may occur through processes requiring little deliberation, focal attention, or motivation. Through an associative network, in which activating a valued group identity activates many important group norms, norms may guide behavior across many domains. Two experimental studies indicate that the previous salience of a valued group affects subsequent behavior without participants' awareness. Participants whose friends at college (or older family members) were previously salient in a different context reported feeling more good, more confident, and less bad when imagining behaving in a manner consistent with group norms than when violating them. Also, participants evaluated another's behavior less favorably when the actions were incongruent with group norms. However, participants were not aware that the group's norms affected their judgments. Similar results did not obtain for participants who had a specific social norm previously salient (i.e., focus theory). Norm salience did not consistently affect participant's approval or affective responses to another's behavior. Apparently, salient norms are related to behavior only when the behavior is very closely associated with the salient norm and occurs within a similar context (Reno et al., 1993). This group-based conceptualization of social norms within a spreading activation framework provides

a more comprehensive explanation of social norms and a theoretical base from which to explore automatic processing of social norm information.

**B106**

**A LONGITUDINAL STUDY OF FACE-TO-FACE AND MOBILE PHONE TEXT MESSAGES SOCIAL NETWORK DEVELOPMENT IN JAPAN** *Tasuku Igarashi, Toshikazu Yoshida; Nagoya University* – Internet connection services via mobile phones have been highly diffused in Japan. Recent figures show that the number of subscriptions to mobile Internet connection in Japan was 75.1% on March 2002. Mobile phone text messages (hereafter referred to as MPTM), including cell phone e-mail and short message services (SMS), are especially popular amongst young people. Our previous research suggests that freshmen's use of MPTM affects university adjustment (Igarashi & Yoshida, 2003), and consistency of MPTM social network structure differs with gender (Igarashi, 2003). This short-term longitudinal study examined differences in social network properties between face-to-face (FTF) and MPTM communication, focusing on network size and intimacy. Participants were 132 Japanese freshmen law students (68 females and 64 males; Mean age = 18.3 years). They were asked to select up to 10 friends (including college peers, pre-college friends and others) with whom they have had communication with via FTF or MPTM since entering university, and they also evaluated the level of intimacy (from 1 to 10 point) for each relationship at each time period. Repeated selection at both FTF and MPTM was allowed. A 2 x 2 analysis of variance showed that media had a significant main effect on network size and intimacy. FTF social networks were larger but less intimate than the MPTM social networks. Time also had a significant main effect on size and intimacy. These results support selective interpersonal relationship theory (Matsuda, 2000), which claims that the use of mobile phone amongst young people facilitates partial but deep interpersonal relationships.

**B107**

**METAPHORS AND PERSUASIVE COMMUNICATION: THE COGNITIVE COHERENCE HYPOTHESIS** *Nathaniel D. Krumdick, Victor Ohtani, Megan Deiger; Loyola University Chicago* – The use of metaphors in persuasive communication is a common occurrence. However, how do metaphors actually function in a persuasive context? Under what conditions do metaphors promote central processing of literal arguments, thereby enhancing the effectiveness of a persuasive communication? With this in mind, the authors sought to investigate the Cognitive Coherence Hypothesis. It was theorized that metaphorical statements provide an overarching schematic framework that facilitates the organization and central processing of literal arguments. This effect would be more likely to emerge when the metaphor is semantically relevant to subsequent literal arguments (metaphor fit) than if the metaphor is semantically irrelevant to subsequent literal arguments (metaphor non-fit). Furthermore, this effect would depend on the ability of a recipient to identify the semantic connection between a metaphor and subsequent literal arguments. Participants were assigned to one of six conditions wherein the metaphor congruence and overall strength of an audiotaped persuasive communication were manipulated. The frequency with which the participants read was used as a measure of the individual's ability to detect semantic connections between metaphors and subsequent literal arguments. For those participants identified as frequent readers, metaphor fit conditions produced significantly greater levels of argument persuasiveness than metaphor non-fit and control conditions. Conversely, for individuals identified as infrequent readers, little difference in the overall persuasiveness of the three conditions was observed. This suggests that frequent readers were able to identify the connection between the semantically relevant metaphors and literal arguments, and subsequently engaged in central processing of the presented information.

**B108**

**POSITIVITY CAN SIGNAL FAMILIARITY** *Heather M. Claypool<sup>1</sup>, Teresa Garcia-Marques<sup>2</sup>, Diane M. Mackie<sup>3</sup>, Leonel Garcia-Marques<sup>4</sup>, <sup>1</sup>Miami*

University, <sup>2</sup>Instituto Superior de Psicologia, <sup>3</sup>University of California, Santa Barbara, <sup>4</sup>University of Lisbon – Previous research has demonstrated a relationship between repeated exposure to a stimulus (familiarity) and positive affect. Given the diffuse nature of familiarity and positivity, we reasoned that positivity might cue familiarity. In Experiment 1, male participants viewed 24 male faces, half smiling and half with neutral facial expressions. Later, participants viewed 48 faces – 24 previously seen (“old”) and 24 novel (“new”) faces – and judged each as “old” or “new.” Half of each set had smiling and half had neutral facial expressions. Analysis of the number of faces labeled “old” revealed an interaction between facial expression and status of face (repeated or not),  $F(1,15)=4.63$ ,  $p=.048$ . Novel smiling faces were mistakenly labeled “old” more often than novel neutral faces. Facial expression had no impact on previously seen faces. In Experiment 2, participants studied 30 words. Later, participants viewed 60 words – 30 previously seen and 30 novel words – and judged each as “old” or “new.” Half of each set was subliminally primed with a happy face, imbuing it with positive affect (Murphy & Zajonc, 1993), or an empty circle. Analysis revealed an interaction between prime and status of word,  $F(1,48)=6.47$ ,  $p<.014$ . Novel words primed with a happy face were mistakenly labeled “old” more often than those primed with an empty circle. Priming had no impact on previously seen words. Results suggest that associating stimuli with positivity increases the sense that they are familiar. Importantly, this effect seems limited to novel stimuli. Positivity may not add much familiarity to an already-familiar stimulus.

#### B109

**WHY I PRIMES DON'T MAKE EVERYBODY MORE CONCERNED WITH OWN OUTCOME: SELF-FOCUS AND COOPERATIVE BEHAVIOR** Sonja Utz; *Chemnitz University of Technology* – Two studies aimed to test two contrasting hypotheses regarding the effects of I primes on cooperative behavior against each other: the independent self-construal vs. the self-focus hypothesis. The independent self-construal hypothesis (e.g., Gardner, Gabriel, & Lee, 1999) predicts a stronger concern for one's own outcome and less cooperative behavior for individuals with an activated independent self-construal. The self-activation hypothesis (Verplanken & Holland, 2002) predicts that social value orientations influence behavior to a stronger degree when activated. That is, proselves should become less cooperative, whereas prosocials should become even more cooperative when primed with I. In Experiment 1, the influence of I, We, and control primes was compared. A modified version of the pronoun circle task (Brewer & Gardner, 1996) was used. The dependent measure was number of prosocial allocations in a series of decomposed games. In Experiment 2, I primes were contrasted with third person primes. This time, actual cooperation over several rounds of a give-some dilemma was assessed. In both studies, an interaction between priming and social value orientation occurred, supporting the self-focus hypothesis. Whereas proselves behaved less cooperatively when primed with I, prosocials behaved more cooperatively when primed with I. Thus, although I primes are often supposed to activate an independent self-construal, the current results show that they rather activate the self and central values in general. The results also help to understand the social cognitive processes underlying cooperative behavior by showing that social value orientations – like other values – are better predictors of actual behavior when activated.

#### B110

**COGNITIVE BUSYNESS AND IMPRESSION FORMATION: THE MODERATING ROLE OF INGROUP IDENTIFICATION** Natalie Hall, Richard Crisp, Ifat Rauf, Terry Eskenazi-Behar, Russell Hutter, Matthew Farr, Catriona Stone, Harriet Rosenthal; *University of Birmingham* – Two experiments examined the processing of stereotypically consistent and inconsistent information in the intergroup domain as a function of cognitive load. Participants were tested on a recognition measure after reading a series of four newspaper articles that portrayed in-group and out-group members in positive and negative contexts. In Experiment 1 we found little difference between recognition memory for group consistent (in-group positive and out-group negative) and group inconsistent (in-group negative and out-group positive) information under normal processing conditions. Under cognitive load (the rehearsal of an eight digit number) there was, however, a significant bias in favor of stereotypically consistent information. Experiment 2 replicated this methodology but also introduced a pre-manipulation assessment of in-group identification. We found that under normal processing conditions low identifiers were better at recognizing group inconsistent information, but that high identifiers were better at recognizing group consistent information. Under cognitive load, however, these memory biases were reversed so that low identifiers demonstrated a significant recognition bias for consistent information, whilst high identifiers a significant recognition advantage for inconsistent information. The differential in recognition memory as a function of load and identification mediated explicit liking. These findings are discussed in relation to Social Cognitive and Social Identity perspectives on person perception and the potential for a meta-theoretical integration of the two.

#### B111

**"YOU LOOK SO FEMININE! WHEN DID YOU FAIL LAST TIME?" - SOCIAL INTERACTION FOLLOWING THE "THINK MANAGER - THINK MALE" STEREOTYPE** Anke von Rennenkampff<sup>1</sup>, Sabine Sczesny<sup>1</sup>, Ulrich Kuehnen<sup>2</sup>; <sup>1</sup>University of Mannheim, <sup>2</sup>International University of Bremen – It is widely known that a person's physical appearance influences the impression he or she evokes in others. In our research, we have recently shown that the more masculine a person looks, the more likely he or she is regarded as an effective leader. Specifically, two kinds of features need to be differentiated because they independently contribute to this effect: a) biologically determined features (like shape of face, size and shape of chin and nose) and b) self determined features (like hairstyle and clothing). The present research investigates whether these characteristics do also influence social interaction accordingly. 96 participants were asked to assume the role of a personnel manager and to prepare a job interview. Each participant received a picture of a female applicant, whom they supposedly would be interviewing afterwards. The respective combination of biological determined and styling features was represented by four kind of stimulus photos. Their task was to select 6 out of 18 given questions to ask during the interview. Half of the questions were “positive” questions by asking for personal success, hence making it easy for the applicant to evoke a successful impression. The other half of the questions were “negative”, asking for failure situations. The dependent variable was the number of selected positive questions. Results show that participants who had received a picture of a masculine looking interviewee chose more positive questions than those who had received a photo of a feminine looking applicant. This was true for biologically given and self determined features.

**B112****HOW RACISM FOR YOU MAKES YOU FEEL WORSE THAN RACISM AGAINST YOU: THE AFFECTIVE REACTIONS TO PREJUDICIAL STATEMENTS MADE BY SAME VERSUS DIFFERENT RACE INDIVIDUALS**

*Lindsay Sharp, Wesley Sheeley, Donald Saucier; University of Kentucky* – Is it more distressing to observe an ingroup member express prejudice against an outgroup, or to observe an outgroup member display prejudice against your ingroup? This study sought to answer this question by exposing 285 White undergraduates to pictures of and statements made by famous individuals. A 2 (high versus low prejudice statement)  $\times$  2 (Black versus White famous individual) between-groups factorial design was used in which participants were randomly assigned to conditions. Three exemplars were used for each condition to minimize the possibility that effects would result from idiosyncrasies of the famous individuals and not from differences related to the categories that they represent. After exposure to a picture and statement, each participant completed affect measures, rated the famous individual, and completed several racism measures. Results indicated that participants reported no differences in affect or on the ratings of the individual for the low-prejudiced White and Black individuals, but did show differences for the high-prejudiced White and Black individuals. Specifically, participants reported significantly greater levels of negative feelings, lower levels of positive feelings, and less positive ratings of the individual when the individual was a high-prejudiced White individual versus a high-prejudiced Black individual. No significant differences on the racism measures were found. Overall, these results indicate that it may be more distressful for individuals (who are White) to see an ingroup member express prejudice toward an outgroup than it is for them to be a target of prejudice expressed by an outgroup member.

**B113****USING SOCIAL VIGILANTISM TO PREDICT INDIVIDUALS' REACTIONS TO THE EXTREME BELIEFS OF OTHERS**

*Donald Saucier; University of Kentucky* – Two studies were conducted to examine how individuals would respond to another person's expression of extreme ideological beliefs based on their own levels of social vigilantism, which is an individual difference in the perception that their own beliefs are superior combined with the motivation to pervade their beliefs onto others. College undergraduates in both studies completed the Social Vigilantism Scale (SVS) prior to reading a statement of another person's extreme right- or left-wing ideological beliefs. Participants were then given the opportunity to respond in writing to the other person and to rate the other person. The results of Study 1 indicated that individuals with higher scores on the SVS were more likely to counterargue their own beliefs to the other person and to report that the other person was undesirable (e.g., immoral, unpleasant). Further, the participants' tendency to counterargue was mediated by the perception that their own beliefs were superior. These results were replicated in Study 2. In addition, the results of Study 2 showed that the prediction by SVS of participants' counterarguing and their belief that it was worth it to counterargue remained significant after controlling for other measures potentially related to similar reactions to extreme opinions (i.e., narcissism, need for cognition, reactance, and dogmatism). These studies suggest the social vigilantism is predictive of individuals' attempts to counterargue with those who present their own extreme views, and that social vigilantism is a construct conceptually distinct from other constructs related to argumentativeness, superiority, and close-mindedness.

**B114****OPTIMISM, EXPLANATORY STYLE, AND THE ATHLETIC PERFORMANCE FEMALE COLLEGIATE BASKETBALL PLAYERS**

*Mindy A. Newquist, Randall A. Gordon; University of Minnesota, Duluth* – The relationship between optimism and athletic performance was examined among 18 female collegiate basketball players. Two widely used measures of optimism were employed: the Attributional Style Question-

naire (ASQ) and the Life Orientation Test (LOT). Previous research has revealed significant relationships between ASQ optimism scores and athletic performance (Gordon & Kane, 2002, Rettew & Reivich, 1995). The present investigation showed a significant relationship between ASQ scores and total assists. However, contrary to expectations, this relationship was negative (pessimists had more assists),  $r(16) = -.70, p < .003$ . ASQ scores were also negatively correlated with the number of steals,  $r(16) = -.60, p < .02$ , and with the number of times players fouled out,  $r(16) = -.79, p < .001$ . The only significant relationship found between optimism measures and scoring was a negative relationship between the pessimism items on the LOT and two point shots,  $r(16) = -.50, p < .05$ . Players with less pessimistic responses (optimists) made significantly more two point shots than did their pessimistic counterparts. Lack of consistency among the two sets of optimism findings is likely due to the nature of the two measures. The ASQ measures optimism by examining perceptions of responsibility for and/or control over positive and negative events; whereas the LOT examines expectations regarding the likelihood of positive and negative events occurring. The results and discrepancies are discussed in terms of ASQ-LOT relations, the construct validity of the two measures, and previous research on optimism and athletic performance.

**B115****THE ROLE OF EGOCENTRISM IN ESTIMATING SOCIAL EVALUATIONS OF THE SELF**

*John Chambers<sup>1</sup>, Nick Epley<sup>2</sup>, Paul Windschitl<sup>1</sup>; <sup>1</sup>University of Iowa, <sup>2</sup>Harvard University* – People often overestimate the extent to which their social blunders will be judged harshly by other people (Savitsky, Epley, and Gilovich, 2001). We propose that egocentrism may account for this "overestimation" phenomenon: when people estimate how favorably their actions are judged by other people, they may use their personal feelings of satisfaction or dismay with their own actions to derive these estimates. In Study 1, participants read scenarios of potentially flattering and embarrassing social situations (e.g., forgetting a gift for the host of a dinner party). In addition to estimating how favorably/unfavorably they would be judged by onlookers in each scenario (social estimates), participants rated how undesirable/desirable they personally regarded the action (personal desirability ratings) and how undesirable/desirable other people in the situation would regard the action (social desirability ratings). Participants' social estimates tended to be more strongly related to their personal desirability ratings than to their social desirability ratings. In Study 2, participants played a dart game alone before playing a second dart game in the presence of several observers. Participants' estimates about how skillful they would be evaluated by the observers were significantly related to their ratings of how satisfied they were with their own performance on the second dart game, even after controlling for their actual score on the second dart game. These findings are consistent with the egocentrism account; when people are highly satisfied (dissatisfied) with their own actions, they estimate that other people will evaluate them very positively (negatively) as well.

**B116****A NEW SOCIAL PSYCHOLOGICAL METHODOLOGY FOR ASSESSING SOCIOMETRY OUTSIDE THE CLASSROOM**

*Jonathan Kunstman<sup>1</sup>, H. Colleen Sinclair<sup>2</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Missouri, Columbia* – Past research on adolescent sociometric status has primarily used peer nomination methods (Cillessen & Bukowski, 2000). These studies have established 5 main statuses: popular, controversial, average, neglected, & rejected. Recently researchers have encouraged an examination of the individual's perceptions (i.e., self-report instead of peer nominations) of his/her sociometric status (McDougall et al., 2001). Accordingly, the present study had participants complete a survey including multiple measures to assess self-perceptions of acceptance/rejection. The primary focus was on developing the 37-item, scale of peer social exclusion ( $\alpha = .95$ ). Subsequent factor analyses revealed four main subscales that capture an individual's general exclusion/acceptance,

experience with neglect, need to belong, and aggressiveness. These subscales were used to classify individuals into 1 of 7 categories. These 7 categories included the previously established 5 groups, but also included two additional classifications; the withdrawn and beta groups. Excluded groups have typically been differentiated by their experiences with active (i.e. rejected) versus passive (i.e. neglected) exclusion, the emergence of the withdrawn category in the present study supports research by Coie & Dodge (1998) that further divides the actively excluded based on their responses - aggressive or avoidant - to exclusion. Meanwhile, the beta class is a wholly new construct that consists of average individuals characterized by a strong need to belong in popular groups. Through development of these self-report measures, we can not only move the assessment of sociometric status beyond the classroom walls but also better understand the underlying differentiating variables that define sociometric categories.

#### B117

##### **IS SELF-ESTEEM SIMPLY AN AFFECTIVE EVALUATION OF HOW ONE'S IS SOCIALLY ACCEPTED? A TEST OF SOCIOMETER THEORY PREDICTIONS**

*Frederic Guay, Marie-Noelle Delisle, Etienne Julien, Caroline Senecal; Laval University* – Advocates of Sociometer Theory (Leary & Baumeister, 2000) have now begun to challenge traditional functions of self-esteem. Specifically, they propose a sociometer interpretation for much research conducted on self-esteem. Indeed, for these advocates, self-esteem is only a meter of social ties quality. Although some studies provide support for Sociometer Theory, few studies show that the sociometer accounts for changes in self-esteem better than other alternative processes. A potentially useful theoretical framework for understanding these alternative processes is Self-Determination Theory (Deci & Ryan, 1985). Specifically, this theory focuses not only on the need for belongingness but also on the need for autonomy and competence to explain changes in self-esteem. This poster thus aimed to understand determinants of self-esteem using predictions from both theories. In Study 1, we verified if neutral/success/failure feedbacks affect state self-esteem through social belongingness while using autonomy as a moderating variable. In study 2, we verified in a multiple waves design the causal ordering among trait self-esteem, belongingness, perceived competence, and autonomy. Results of Study 1 indicate that feedbacks affect state self-esteem and anticipated inclusion regardless of participants' levels of autonomy. However, little support was found for Sociometer Theory predictions that anticipated inclusion mediated the feedback-self-esteem relation. Results of Study 2 indicate that trait self-esteem predicts changes in relatedness, perceived competence, and autonomy but the reverse pattern was not true which is not in line with predictions from both theories. In sum, results from both studies provide challenging empirical evidences for both theories.

#### B118

##### **CONTACT (BUT LITTLE ELSE) PREDICTS IMPLICIT ATTITUDES TOWARD AFRICAN AMERICANS**

*Christopher Aberson<sup>1</sup>, Sarah Haag<sup>2</sup>, Christina Tomolillo<sup>1</sup>, Carl Shoemaker<sup>1</sup>; <sup>1</sup>Humboldt State University, <sup>2</sup>University of Iowa* – We examined contact, anxiety, perspective taking, and stereotype endorsement as predictors of implicit and explicit attitudes toward African Americans. We proposed a model where contact leads to understanding of outgroup perspectives, perspective taking reduces intergroup anxiety, reduced anxiety reduces stereotyping, and reduced stereotyping improves attitudes. Further, we predicted that variables in the intervening stage mediated each relationship (e.g., stereotyping mediates the anxiety - attitude relationship). We also addressed whether implicit attitudes follow the model above or whether implicit attitudes follow predictions afforded by an environmental association model. The environmental association model (e.g., Karpinski & Hilton, 2001) posits that implicit attitudes reflect individual's experiences and associations. In the context of this study, this model predicts that only positive contact experiences influence implicit attitudes. White under-

graduates (n = 144) completed an implicit association measure assessing reactions to African Americans (AA) and a questionnaire including measures of contact quality and quantity, ability to understand the AA perspectives, intergroup anxiety, and stereotype endorsement. Path analyses reflecting our proposed model fit the data well, chi-square (20) = 22.6, p = .31, CFI = .98, RMSEA = .03, SRMR = .072. Predictors explained explicit attitudes well (R-square = .21) and predictions regarding mediation received support. Consistent with the environmental association model, contact was the only significant predictor of implicit attitudes (R-square = .04). Findings support a dual-process model (e.g., Wilson, Lindsey, & Schooler, 2000) wherein implicit and explicit attitudes represent separate and potentially conflicting constructs and support the value of contact in improving intergroup attitudes.

#### B119

##### **SOCIAL VIGILANTISM AND ATTITUDE DISSEMINATION IN RESPONSE TO IMAGINED AND ACTUAL DISAGREEMENT**

*Jonathan Amburgey, Donald Saucier; University of Kentucky* – Research has shown that individuals higher in social vigilantism are more likely to think their beliefs are superior to those of others, and that their beliefs are more informed. Therefore, we predicted that individuals higher in social vigilantism would be more likely to disseminate their beliefs, to counter-argue, and to rate those who disagree less favorably. Two studies investigated how individuals' levels of social vigilantism would predict their reactions when their own beliefs were challenged by imagined (Study 1) or actual (Study 2) disagreement. In Study 1 participants indicated their level of support for sex education and then read an account of another person's opinion that either agreed or disagreed with their own. In Study 2 participants reported their views on several social issues during a face-to-face interview during which the interviewer agreed, disagreed, or made no comment in response to participants' opinions on the ownership of assault rifles. In both studies, participants rated the other person on a variety of traits after the agreement/disagreement manipulation. In addition, the participants' responses to the other person were coded for levels of counterarguing. Results in both studies supported predictions. Individuals higher in social vigilantism more strongly advocated their own beliefs and counterargued more in response to disagreement, and rated disagreeers more negatively. This indicates that higher levels of social vigilantism are associated not only with the perception that one's own beliefs are superior to those of others, but also with the behavioral tendency to disseminate these beliefs onto others who disagree.

#### B120

##### **BEING ESTRANGED: WHEN WHITE STUDENTS INTERACT WITH ASIAN STUDENTS**

*Baljinder Sahdra<sup>1</sup>, Holly Recchia<sup>2</sup>, Ziva Kunda<sup>1</sup>; <sup>1</sup>University of Waterloo, Waterloo, Ontario, <sup>2</sup>Concordia University, Montreal, PQ, Canada* – Members of different ethnic groups may experience a cultural divide during an interaction. White students may expect Asian students to be inherently different from them and therefore have difficulty understanding them. This sense of "otherness" may lead White students to work harder to make their partner understand them when the partner is an Asian than when the partner is White. In study 1, White participants saw pictures and descriptions of their anticipated interaction partner and wrote self-descriptions for the partner to read. The partner was either White or an Asian whose Asian identity was or was not salient. Participants invested greater time and effort in their self-descriptions when their partner was an Asian than when the partner was White, but only when the partner's Asian identity was salient. In study 2, White participants interacted with a White or an Asian confederate whose Asian identity was or was not salient. Participants spent more time describing themselves to their partner if the partner was Asian than if the partner was White, regardless of Asian identity salience. Thus, White participants felt estranged and invested greater effort to make their partners understand them when their partner was Asian than when the partner was White. When they only had a photo of their partner, they felt



estranged only when the Asian partner's identity was salient. In a live interaction, however, being in the same room as their Asian partner was enough to experience this sense of otherness.

**B121****CONSTRUALS OF DISTANT AND RECENT PAST BEHAVIORS**

Ryan E. O'Loughlin, Miron Zuckerman; *University of Rochester* – Construal Level Theory (Trope & Liberman, 2003) predicts that the further an event is from a person (in time or space), the more likely the person will be to make high-level, abstract construals. However, Trope and Liberman (2003) state that differences in attribution of past behavior (more distant behaviors attributed to personality while more recent behaviors attributed to the situation) may be due to transformation in memory rather than construals at the time of recall. The present research attempted to explore differences in construal free of the effects of memory. Sixty-one participants read ten hypothetical behaviors (e.g. getting a ticket for speeding) that people either performed in the distant past (a year ago) or the recent past (yesterday). They were then asked how likely the person would be to perform a similar behavior within the next year (getting a ticket for littering). Analyses using repeated measures ANOVA showed that participants told that the behavior was performed a year ago rated the probability of the person performing a similar behavior within the next year as more likely than participants who were told the behavior was performed yesterday,  $F(1,59) = 6.22, p < .02$ . This difference was obtained for each of the 10 behaviors as reflected by a lack of a significant interaction between behaviors and the experimental manipulation of time,  $F < 1$ . These results support the hypothesis that differences in attributions for recent and distant past behaviors are due to differences in construal rather than differences in memory.

**B122****MEN AND WOMEN ARE FROM EARTH: EXAMINING THE DIMENSIONAL VERSUS CATEGORICAL STRUCTURE OF GENDER WITH TAXOMETRIC PROCEDURES**

Bobbi J. Carothers<sup>1</sup>, Harry T. Reis<sup>2</sup>; <sup>1</sup>Centenary College of Louisiana, <sup>2</sup>University of Rochester – Gender is the most common and pervasive method of categorizing people. Although lay conceptions of gender place people into distinctly separate types, it is unlikely that men and women are qualitatively different in most psychological variables. To examine this further, sex differences in a wide range of variables were examined with taxometric analyses to determine whether gender is a taxonic or dimensional construct. Constructs examined included interpersonal relationship characteristics (sexual attitudes and behaviors, mate selectivity, Sociosexual Orientation, intimacy, attachment, relationship concerns), personality (empathy, masculinity, femininity, unmitigated communion, care orientation, fear of success, Big 5), and academic cognitions (usefulness of, importance of doing well in, enjoyment of, and ability in math, science, English, and foreign language; success and failure attributions in math and English). Physiological characteristics (physical strength, anthropometric measurements) were included for comparison purposes. Taxometric methods used were MAXCOV, MAXEIG, MAMBAC, and L-Mode. Physiological constructs were taxonic by sex, demonstrating the ability of taxometric methods to reliably separate men and women. Mate selectivity showed signs of taxonicity, with a small complement of men and women low in selectivity, which is incongruent with evolutionary psychology (Buss and colleagues). Empathy was taxonic, with a subset of women and very few men making up the high-empathy taxon group. This may have ties to Taylor et al.'s (2000) Tend-and-Befriend model of female stress response. All other constructs were dimensional, speaking to Spence's (1993) Gender Identity Theory. Thus, relationship, personality, and cognitive variables are largely not diagnostic of gender.

FRIDAY, JANUARY 30, 8:30 –10:00 AM

**C1****MOTIVATIONAL DETERMINANTS OF DIETARY SELF-CARE**

**AMONG ADULTS WITH DIABETES** *Caroline Sénécal<sup>1</sup>, Stéphanie Austin<sup>1</sup>, Claude Fernet<sup>1</sup>, Arie Nouwen<sup>2</sup>, Frédéric Guay<sup>1</sup>; <sup>1</sup>Laval University, Canada, <sup>2</sup>University of Birmingham, UK* – Dietary self-care is the most central element of diabetes management. However, many individuals with diabetes fail to follow the recommended dietary self-care activities on a regular basis (Ary, Toobert, Wilson, & Glasgow, 1986). Some studies (e.g., Sénécal, Nouwen, & White, 2000) have demonstrated that self-determination and self-efficacy are key constructs to explain the observance of dietary self-care in adults. However, few studies have verified if these two motivational resources predict changes in observance over time and whether these two resources have the same impact on observance for different types of individuals. These questions are important in order to target interventions that would foster observance of dietary self-care activities among different types of individuals. The purpose of the present study was thus to evaluate if, over time, autonomous and non autonomous individuals use the same motivational resources to manage their dietary self-care activities. More precisely, we tested a motivational model where self-efficacy and control regulation predicted changes in observance over a 1-year period for both autonomous and non autonomous individuals. Participants were 230 type-I diabetes French-Canadian adults who were regrouped as a function of their level of autonomous regulation (111 high autonomous, and 119 low autonomous). Results from structural equation modeling showed that self-efficacy and control regulation predicted positively changes in observance for high autonomous individuals. However, for low autonomous individuals, neither self-efficacy nor control regulation significantly predicted changes in observance. Discussion centers on the theoretical implications of the results and further research directions are offered.

**C2****A TALE OF TWO PRIMES: THE CONSCIOUS AND NONCONSCIOUS ACTIVATION OF CONSISTENCY MOTIVATION**

*Daniel W. Barrett<sup>1</sup>, Robert B. Cialdini<sup>2</sup>; <sup>1</sup>University of Pennsylvania, Pittsburgh, <sup>2</sup>Arizona State University, Tempe, AZ* – Three experiments investigated how nonconsciously vs. consciously activated goals can produce different, and even contradictory, responses. Specifically, the role of situationally-induced consistency motivation in belief perseverance was examined. In Study 1, consistency motivation activated through the use of a subtle consistency prime embedded in an ostensibly unrelated task increased unwarranted belief perseverance, relative to a control condition. Study 2 replicated the findings of Study 1, while employing a different control. Study 3, which utilized a more explicit consistency prime, reversed the results of the first two studies. That is, individuals exposed to the prime showed less perseverance than the corresponding control. Analyses comparing Studies 1 and 2 with Study 3 showed that this reversal was due to the differential effects of the primes and not to differences in the control conditions. The results demonstrate that even small changes in how one primes a motivation can produce substantial and possibly inconsistent effects.

**C3****AGGRESSION IN COLLEGE STUDENTS: THE INFLUENCE OF AGREEABLENESS AND ANGER**

*Melissa Cook, Jamie Jones, Nichole Bryant, Rebecca Johnson, Lauri Jensen-Campbell; University of Texas, Arlington* – Anger is thought to be an emotion that evokes approach tendencies for resolving frustration-inducing events. Many studies have found that anger is often directly associated with aggression when other defensive motivations are absent. For example, Harmon-Jones and Sigelman (2000) have found that relative left prefrontal cortical activity is associated with state-induced anger, which in turn predicted offensive aggression. If agreeableness involves dealing with frustration coming from people, agreeable persons should be better able to regulate both their anger and their aggression. In other words, persons lower on agree-

ableness may have difficulties in affect regulation, which in turn contributes to their use of aggression when they are frustrated. Participants were 69 right-handed college students who completed Goldberg's trait (1992) markers and the BFI. Right-handed individuals were invited to participate in the aggression paradigm. Electrodes were placed on the scalp and baseline EEG measures were taken. The aggression paradigm procedures are outlined in Harmon-Jones and Sigelman (2001). Persons in the negative-feedback condition were more angry ( $M=2.07$ ) and more aggressive ( $M=4.28$ ) than participants in the positive-feedback condition ( $M_s=1.33, 2.52$ ),  $t_s > 3.32, p < .01$ . Self-reports of anger were also significantly related to aggression,  $r = .37, p < .01$ . In the negative condition, high agreeable participants were less angry than were low agreeable participants. Additional analyses will focus on measures of prefrontal asymmetry. Understanding these associations will advance our insight not only of personality processes but also physiological processes related to anger and aggression.

**C4****THE TWO SIDES OF SELF-ESTEEM: IMPLICIT VS. EXPLICIT**

*Maya Sakellaropoulou, Mark Baldwin; McGill University* – Numerous studies have shown that measures of implicit self-esteem correlate very weakly, if at all, with measures of explicit self-esteem (Bosson, Swann, & Pennebaker, 2000; Greenwald & Farnham, 2000), lending credence to the idea that implicit and explicit self-esteem reflect two largely independent constructs. Recent findings have suggested that implicit self-esteem, in particular, is strongly tied to positive interpersonal information. Consequently, the current study sought to compare the effects resulting from priming acceptance terms (e.g., accepted, wanted), positive-trait terms (e.g., beautiful, smart), or neutral terms (e.g., installed, documentary). Eighty-eight undergraduate university students completed the implicit self-esteem name-letter task and the Rosenberg (explicit) self-esteem scale on the internet before arriving at the laboratory for the computer priming procedure in the form of a lexical decision task. Following the priming task, participants again completed the name-letter task as well as a state measure of (explicit) self-esteem. Consistent with the idea of independent constructs, the different priming tasks affected implicit and explicit self-esteem differently. In particular, the presentation of acceptance terms led to significantly higher implicit self-esteem than the presentation of positive-trait terms. The presentation of positive-trait terms, on the other hand, led to higher levels of state self-esteem for those individuals who began the study with low explicit self-esteem. This study highlights the presence of different foundations responsible for the two types of self-esteem and suggests possible content located therein.

**C5****ATTENTION TO EMOTIONAL MATERIAL: OPTIMISM AND INDUCED AFFECT MATTER, BUT DOES RELEVANCE?**

*Derek Isaacowitz, Heather Wadling; Brandeis University* – In our ongoing attempts to better understand the role of attentional preferences in the processing of emotional information, we conducted 2 studies in which participants had their eyes tracked while viewing emotional stimuli on a computer screen. The first study attempted to replicate our previous finding that young optimists tend to fixate less on negative emotional stimuli than do their pessimistic peers. In this study ( $n = 91$ ), optimistic and pessimistic college students viewed melanoma images under instructions to view them naturally as if at home watching television, or under relevance instructions designed to make the stimuli more salient. Optimists again looked less at the negative images than pessimists, and no effects were found based on condition. The second study ( $n = 58$ ) tested Fredrickson's (1998) broaden-and-build model of positive emotions by inducing positive affect in participants and tracking their eye movements as they viewed sets of 3 similarly-valenced images, arranged in varying central vs. peripheral arrays. Consistent with the theory, we found that individuals induced into positive moods looked more at peripheral stimuli than did control participants, but this was only true for high-arousal positive

stimuli. On other stimuli, participants induced into positive affective states showed similar attentional patterns as their peers in the control condition. No group differences emerged on a recognition memory task. These results suggest that optimism and positive affect may be important parts of the calculus by which potentially emotional stimuli grab attention, but the contribution of psychological relevance remains to be demonstrated.

## C6

### AN EXPERIMENTAL INVESTIGATION OF SECURE BASE CAREGIVING IN ADULT RELATIONSHIPS

*Brooke C. Feeney; Carnegie Mellon University* – Research in the social support literature has focused on one general type of support - the comfort and assistance that is provided in stressful situations ("safe haven" caregiving) and has overlooked another important type of support - the support of another's goal strivings and explorations in situations that are challenging ("secure base" caregiving). This study addresses this gap in the literature by providing an experimental examination of some immediate effects of secure base caregiving, or lack thereof, on the recipient. An important function of a secure base is to be ready to respond when called upon, but to intervene actively only when necessary. Therefore, this study examined the effects of the non-interfering aspect of secure base caregiving by manipulating caregiver intrusiveness in a sample of 116 couples as one member of each couple (the "care-receiver") worked on a computer puzzle activity. In the Intrusive Conditions, the care-receiver was interrupted frequently with encouraging messages (intrusive/supportive condition) or messages giving answers to the puzzles (intrusive/controlling condition). In the Non-Intrusive Conditions, the care-receiver received two encouraging messages (non-intrusive/supportive condition) or no messages at all (control condition). Results revealed that care-receivers in the intrusive conditions perceived their partners' messages as being frustrating and insensitive, and these perceptions predicted decrements in self-esteem and positive mood. Care-receivers in the intrusive conditions were more rejecting of their partners' support attempts, and performed more poorly on the puzzle activity, than care-receivers in the non-intrusive conditions. These results reveal some important consequences of receiving secure base support from one's relationship partner.

## C7

### EMPATHIC PERSPECTIVE TAKING: DIFFERENTIAL INFLUENCES ON DISPOSITIONAL AND NON-DISPOSITIONAL STEREOTYPING

*Monica Munoz, Darcy Reich; Texas Tech University* – Several studies have shown that empathic perspective taking is associated with a reduction in the expression of prejudiced attitudes (e.g., Batson, et al., 1997; Finlay & Stephan, 2000). However, only one study (Galinsky & Moskowitz, 2000) reported a corresponding reduction in negative stereotyping. While empathic perspective taking should improve negative attitudes, its influence on stereotyping may be more complicated. The act of perspective taking involves imagining a target individual's situation. So, if perceivers are unfamiliar with a target's situation, they may have no choice but to rely on stereotypes about that situation (non-dispositional stereotypes). Yet, perceivers who empathize also may find themselves relying less on negative stereotypes about the target's disposition. Using homeless people as the target group, the present research included an empathy manipulation (empathy vs. control), but also assessed individual differences in perspective taking tendencies. While the manipulation of empathy led to a reduction in prejudiced attitudes, it did not affect explicit stereotype endorsement or indirect stereotype expression in participants' essays about a homeless person. Of greater interest, however, was the finding that dispositional empathic perspective taking influenced dispositional and non-dispositional stereotypes in different ways. More specifically, although high perspective takers showed less explicit endorsement of stereotypes referring to a homeless person's disposition than did low perspective takers, they showed a greater level of indirect expression of stereotypes referring to non-dispositional factors (situation and behavior). These findings high-

light the potential usefulness of the distinction between dispositional and non-dispositional stereotypes in understanding moderators of stereotyping.

## C8

### DISPOSITIONAL FORGIVENESS AND THE RELIGIOSITY-WELL-BEING LINK: TESTING A MEDIATIONAL MODEL

*Ryan P. Brown; University of Oklahoma, Norman* – Scores of studies, mostly epidemiological, have demonstrated a positive association between religiosity (or degree of religious involvement) and well-being - both physical and psychological. However, consistent mediators of the religion-well-being link remain elusive, although a number of plausible candidates have been proposed (e.g., enhanced social connectedness and support, increased sense of security, reductions in unhealthy or self-destructive habits). The present cross-sectional study explored the possibility that one important mediator of the relation between religion and psychological well-being might be found in forgiveness, which recent research has suggested might enhance well-being, and which may be promoted by religious involvement. Evidence using different measures of religiosity supported the mediation of the religion-well-being link via dispositional forgiveness. A measure of internal religiosity was associated with less depression and greater life satisfaction, whereas a measure of "quest" religiosity was associated with more depression and less life satisfaction. The tendency to forgive was positively related to internal religiosity but negatively related to quest religiosity, and forgiveness mediated all religion-well-being associations. In contrast, attitudes about the virtues of forgiveness did not account for unique variance in any mediational model, although pro-forgiveness attitudes were strongly related to religiosity. This study is the first to test a mediation model of the religiosity-well-being link using the construct of forgiveness, and the results provide an empirical rationale for future longitudinal research to examine similar models.

## C9

### STRUCTURAL EQUATION MODELING OF WEINER'S ATTRIBUTION THEORY IN THE CONTEXT OF ATTRIBUTIONAL RETRAINING

*Robert Stupnisky, Nathan Hall, Tara Haynes, Judith Chipperfield, Raymond Perry; University of Manitoba* – Weiner's attribution theory (1985, 1995) suggests that the causes to which important, negative and/or unexpected events are attributed result in specific emotional, motivational, and behavioral consequences. Attributional retraining (AR) is a psychotherapeutic, motivational intervention designed to discourage maladaptive, uncontrollable failure attributions (e.g., ability) and encourage more adaptive, controllable attributions (e.g., effort; Perry et al., 1993). The present longitudinal study tested the conceptual links between attributions, emotions, and achievement as outlined in Weiner's theory for 864 first-year college students who did or did not receive AR using a separate structural equation model for each. Controlling for significant background variables (age, gender, high-school grades), a mid-term course exam was employed as the initial outcome, followed by students' second-term attributions for poor performance and academic emotions, with an end-of-year course exam included as the final achievement outcome. Results showed that students who received AR ascribed more controllable attributions (effort, strategy) to their first-term performance, leading to more positive emotions (hope, pride), and better end-of-year performance. Students not receiving AR made more uncontrollable attributions for poor performance and showed no relationship between controllable attributions and subsequent emotions or performance. Goodness of fit for the AR model and non-AR model showed a reasonable fit with the data (RMSEA = .075 and .078, respectively). In addition to supporting Weiner's theoretical model and the utility of AR techniques, the results of this study also demonstrate the impact of controllable attributions on positive academic emotions, and in turn, on actual end-of-year academic achievement for freshman college students.

## C10

**“WE’RE ONE, BUT WE’RE NOT THE SAME”: EMPATHY AND THE TRANSCENDENCE OF THE SELF**

*John K. Rempel, Christopher T. Burris, Sabrina Malik; St. Jerome's University* – Cialdini and colleagues have challenged empathy’s presumed role as an elicitor of altruistic motivation by suggesting that empathic concern is a result of self-other merger, such that benefiting the other can no longer be disentangled from benefiting the self. Conversely, Batson and colleagues have argued that self and other remain distinct when empathy is experienced. To test their ideas, both researchers used Aron et al.’s (1992) Inclusion of Other in the Self Scale (IOS), which was not designed to differentiate between the two conceptualizations of self-other inclusion. We created the SOIREE (Self-Other Interpersonal Relationship Experience Exercise) to distinguish between distinct versus blurred self-other connection. After reading a newspaper article about a drive-by shooting in which a young boy dies in his grandmother’s arms, 87 female participants completed the SOIREE. Prior to reading the article participants indicated if they had a close relationship with a young child. We also related the SOIREE to mysticism – a non-relational measure of oneness. Consistent with Cialdini, the results indicated that women who could relate to the grandmother because of their relationship with a child felt greater feelings of mystical oneness, greater empathy, and showed a blurring of self and other. However, consistent with Batson, among women with a close child connection, empathy was uniquely associated with feelings of mystical oneness, and with self-other overlap that preserved rather than blurred the self-other distinction. Overall, our findings point to something of a hybrid conceptualization: perspective taking, via empathy, fosters an experience of “unity in diversity.”

## C11

**THE LOOK OF LOVE: GAZE SHIFTS MODULATE PERCEPTIONS OF ATTRACTIVENESS**

*Malia F. Mason, C. Neil Macrae, Elizabeth Tatlow; Dartmouth College* – Gaze direction is a vital communicative channel through which people transmit information to conspecifics. By signaling the locus of social attention, gaze cues convey information about the relative importance of objects, including other people, in the environment. For the most part, this information is communicated via patterns of gaze direction, with gaze shifts signaling changes in attentional focus. Noting the relevance of gaze cues in social cognition, we speculate that gaze shifts may modulate basic aspects of person evaluation, specifically the perceived physical attractiveness of others. To investigate this possibility, male participants evaluated facial attractiveness of aspiring female models who either looked ‘toward’ or ‘away from’ them during the task. As expected, facial attractiveness was elevated when gaze shifts signaled attentional engagement rather than disengagement with the male raters. These findings were further explored in an fMRI experiment designed to determine the extent to which brain networks known to be associated with reward are predictive of ratings of physical attractiveness. We consider how gaze cues may modulate basic aspects of person perception in light of our behavioral and imaging data.

## C12

**DO INTERGROUP EMOTIONS INVOLVE AROUSAL?**

*Melissa Ryan<sup>1</sup>, Heather Claypool<sup>2</sup>, Diane Mackie<sup>1</sup>, Eliot Smith<sup>3</sup>, <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>Miami University, <sup>3</sup>Indiana University* – Intergroup emotions theory suggests that when group membership is salient, people experience emotions because of events that positively or negatively affect their group. Experimental support for intergroup emotions theory has relied on self-report of emotion, leaving open questions about the nature of the “emotion” experienced. The current research used a misattribution paradigm to demonstrate that intergroup emotions are inherently arousing. Intergroup emotions were successfully induced by having participants read an essay that manipulated either threat to or support of the ingroup. In addition, some participants were led to believe that any emotion they experienced could be (mis)attributed to the physical setting of the experiment. We hypothesized that participants would

report experiencing intergroup emotions after reading the essays; however, the emotions would be less intense when the participants believed the cause of their emotional arousal was due to the environment. Partial support for the hypothesis was found. The anger induced in the intergroup threat condition was misattributed to the environment, demonstrating that this type of intergroup emotional reaction was accompanied by feelings of arousal. However, pride induced in the intergroup support condition was not misattributed to the environment. The results provide partial support for the idea that emotions experienced on behalf of an ingroup have at least one of the hallmarks of “true” emotion.

## C13

**MODERN LOVE: RELATIONSHIP WRITING, LANGUAGE USE, AND INSTANT MESSAGING**

*Richard Slatcher, James Pennebaker; University of Texas at Austin* – Multiple laboratories have found that writing or talking about emotional experiences is associated with improvements in mental and physical health and a host of other positive outcomes. In an extension of Pennebaker’s writing paradigm (Pennebaker & Beall, 1986), the current study examines the effects of writing about one’s romantic relationship. Sixty-eight participants wrote for twenty minutes on three consecutive days, either expressing their deepest thoughts and feelings about their current romantic relationship or completing a time-management exercise. In addition, participants provided the experimenter with 10 days of instant messages (IM) between themselves and their romantic partners (3 days before writing, 3 days during writing, and 4 days post-writing). Preliminary analyses reveal that in the IMs that followed the writing assignments, those who had written about their relationships used significantly more positive emotion words (e.g., “happy”, “great”, “enjoy”) than those who had written about time management. Further, the romantic partners of those in the relationship writing condition used significantly more positive emotion words as well. Two months later, those couples who had written about their relationship were more likely to still be together. These preliminary findings lend strong support to the idea that the effects of emotional expression extend to people’s interpersonal relationships, thus helping them to become more integrated into their social networks.

## C14

**EFFECTS OF STUDENTS’ EXPECTATIONS, INSTRUCTOR’S EXPRESSIVENESS AND STUDENTS’ MOTIVATION TO LEARN ON INSTRUCTIONAL OUTCOMES.**

*Annette Towler<sup>1</sup>, Vanessa Winzenburg<sup>2</sup>, Robert Dipboye<sup>3</sup>, <sup>1</sup>University of Colorado at Denver, <sup>2</sup>FMI, <sup>3</sup>Rice University* – The reputation of the instructor’s effectiveness can affect the expectations that students bring to the program and can affect the degree to which they are motivated to learn the material. In this study, we investigated the expectations that the student has concerning the instructor, the actual behavior of the instructor in terms of their expressiveness and students’ motivation to learn on recall and problem-solving. We hypothesized that when highly motivated students expect an effective instructor and who actually receive an effective instructor that they would rate the lecture and instructor more positively and perform better than those in the other conditions. Participants (N = 87) completed a measure of motivation to learn and were randomly assigned to an instructor reputation condition (control, ineffective reputation, effective reputation) and to an instructor expressiveness condition (inexpressive, expressive). They listened to a 10 minute lecture on affirmative action that varied in terms of the instructor’s expressiveness. Then they completed ratings of instructor and lecture effectiveness and a recall and problem-solving test. There was a three-way interaction of instructor reputation, instructor expressiveness and students’ motivation to learn on the problem-solving and recall tests. For students who were highly motivated to learn, those who did not receive any information concerning the instructor’s reputation and who listened to the expressive instructor did better on the problem-solving test and recall test than those in the other conditions. Implications concerning the role of the instructor in influencing students’ performance is discussed.

## C15

**PREVENTION AND PROMOTION GOALS: RESPONSES TO DISSATISFACTION IN FRIENDSHIPS AND ROMANTIC RELATIONSHIPS**

*Cheryl Harasymchuk<sup>1</sup>, Beverley Fehr<sup>2</sup>; <sup>1</sup>University of Manitoba, <sup>2</sup>University of Winnipeg* – The present study examined the association between regulatory focus, namely promotion or prevention goals, and responses to dissatisfaction (using the Exit-Loyalty-Voice-Neglect model) in friendships and romantic relationships. According to Higgins (2000), individuals pursue strategies that match their regulatory focus. Promotion-focused individuals pursue success; prevention-focused individuals strive to avoid failure. Participants completed a questionnaire assessing their dominant regulatory focus as well as how they typically respond to dissatisfaction in the context of either a same-sex friendship or a romantic relationship. We hypothesized that individuals with a promotion-focus would be more likely to use constructive responses to dissatisfaction (i.e., voice and loyalty), whereas individuals with a prevention-focus would be more likely to engage in destructive responses to dissatisfaction (i.e., neglect and exit). It was also predicted that this association would be influenced by relationship context. As predicted, analysis of variance analyses revealed that prevention-focused individuals were more likely to report using destructive responses; promotion-focused individuals more constructive responses. Furthermore, promotion-focused individuals in the context of a friendship reported more loyalty than individuals in the context of a romantic relationship, whereas promotion-focused individuals in the context of a romantic relationship reported more voice responses. The results lend support to the idea that individuals with promotion goals may pursue success (in the form of constructive responses to dissatisfaction) differently in the context of a friendship than in a romantic relationship.

## C16

**CONCURRENT VALIDITY OF THE ORIGINAL AND SIMPLIFIED VERSIONS OF THE KNOWLEDGE STRUCTURES MEASURE ON SOCIAL RULES: PREDICTABILITY OF COGNITIVE DISTORTION AND SOCIALLY DELINQUENT BEHAVIOR**

*Hiroyuki Yoshizawa, Toshikazu Yoshida; Nagoya University, Nagoya, Japan* – This study evaluated the concurrent validity of the original (OV) and simplified (SV) versions of the Knowledge Structures Measure on Social Rules, developed by Yoshizawa and Yoshida (2002, 2003), in order to predict self-serving cognitive distortion and socially delinquent behavior tendencies (SDBT). Data for OV and SV were collected from 177 and 204 undergraduate students in Japan. Knowledge structures were assessed by participants' means of applying social rules to interpersonal conflict situations based upon three indices: differentiation, integration, and social appropriateness. Each index indicates the mutual independence of social rules, the consistency of these rules, and the general appropriateness of them. SV was simplified by excluding the rule generating procedure. Factor analyses of the cognitive distortion scale revealed the three dimensional constructs of: Self-Centered, Blaming Others, and Minimizing/Mislabeling. SDBT was assessed by evaluation of the seriousness of delinquent behaviors, along with self-reported past experience in engaging in such behaviors. Factor analyses of the SDBT based on seriousness revealed the two components of: Self-Directed Delinquent Behavior (doing indirect harm to others such as drinking, gambling) and Other-Directed Delinquent Behavior (doing direct harm to others such as stealing, fighting). Comparison between the two measures in predicting cognitive distortion or SDBT indicated that these measures attained similar results. Accordingly, simplification of Knowledge Structures Measure on Social Rules was functionally validated in predicting cognitive distortion and SDBT. The improvements incurred from the simplified version, along with the problems raised by it, were discussed, focusing on the causal relationship between this measure and SDBT.

## C17

**THE INFLUENCE OF EXPERIMENTALLY CREATED EXTRA-PERSONAL ASSOCIATIONS ON THE IMPLICIT ASSOCIATION TEST**

*H. Anna Han<sup>1</sup>, Michael Olson<sup>1,2</sup>, Russell Fazio<sup>1</sup>; <sup>1</sup>Ohio State University, <sup>2</sup>Indiana University* – One of the most bothersome findings in the literature on implicit measures of attitudes is the lack of correspondence often observed between the IAT and priming. Although the IAT claims to assess attitude-relevant associations in memory, recent research has suggested that the IAT may be sensitive to associations other than the respondent's own automatically activated evaluations, including associations that are potentially incongruent with the respondent's attitude (Karpinski & Hilton, 2001; Olson & Fazio, 2003). The current experiment examined the influence of "extra-personal" associations on the IAT and a priming measure. Participants first developed a preference for one novel stimulus over another, and then were exposed to either congruent or incongruent information regarding the preferences of two young boys. All participants then completed an IAT and a priming measure of their attitudes. Results revealed that participants who were given the incongruent extra-personal information were able to use that information to solve the mapping problem posed by the incompatible IAT block. They exhibited a significantly reduced preference on the IAT, compared to the participants who were given congruent information. The reduction occurred despite the fact that the participants rated the source of the extra-personal information as irrational and foolish. In contrast, the extra-personal associations did not influence the priming measure, which revealed only an effect of the initial preference. The current findings provide experimental evidence that the IAT can be influenced by the availability of extra-personal associations, thus, shedding some light on why the IAT and priming measures sometimes do not correlate.

## C18

**SOCIAL ANXIETY: A MODERATOR OF THE EFFECT OF ALCOHOL ON RISKY SEXUAL BEHAVIOR?**

*Katherine Waller, Tara MacDonald; Queen's University* – Previous research shows that alcohol intoxication increases intentions to engage in sexual intercourse without a condom because of its tendency to focus an individual's attention on the potential rewards of the behavior at the expense of the risks involved (MacDonald et al., 2000). To date, there has been no research assessing personality characteristics that might interact with the effects of alcohol to increase risky sexual behavior. One personality characteristic that might have this potential is social anxiety. Individuals with social anxiety are strongly motivated to avoid negative social evaluation, and thus may be especially likely to engage in risky behavior if they believe that doing so will help them to gain approval or avoid disapproval. We hypothesized that when intoxicated, the most salient cues to socially anxious individuals might be concerns about social acceptance and rejection, making them more positive about having unprotected sex. In a laboratory experiment, 58 sober and intoxicated male participants were assessed for their social anxiety level before responding to a hypothetical scenario in which a couple is faced with the decision of whether to have sex without a condom. Among intoxicated individuals, socially anxious participants were more willing than non-socially anxious individuals to endorse justifications for and express positive attitudes toward having sex without a condom. Our findings are discussed in terms of theoretical implications for understanding social anxiety and the effects of alcohol on cognition and emotion. Implications for interventions for social anxiety and safe sex campaigns are also explored.

## C19

**DON'T STAND SO CLOSE TO ME: THE EFFECTS OF SELF-CONSTRUAL ON INTERPERSONAL CLOSENESS**

*Rob W. Holland<sup>1</sup>, Ute-Regina Roeder<sup>2</sup>, Rick B. van Baaren<sup>1</sup>, Aafje Brandt<sup>1</sup>, Bettina Hannover<sup>3</sup>; <sup>1</sup>University of Nijmegen, <sup>2</sup>University of Dortmund, <sup>3</sup>Free University Berlin* – Three studies investigated the effects of self-construal activation on interpersonal proximity behavior. In Study 1, participants

were subliminally primed either with their own first name, thereby activating an independent (or personal) self-construal, or with a neutral word. Afterwards they were asked to take a seat in a waiting area where a jacket hanging over a chair indicated the presence of another person. The dependent variable was the number of chairs between the chair with the jacket on it and the chair on which participants chose to sit. Results indicated that participants in the independent self condition sat further away than control participants. In Study 2, participants were instructed to think about the differences (independent self) or similarities (interdependent self) between themselves and their family and close friends (Trafimow, et al., 1991). Afterwards, as in Study 1, they were asked to take a seat in a waiting area. Results indicated that participants primed with the interdependent (or social) self sat closer to an anticipated other than those primed with the independent self. Finally, Study 3 used the chronic self-construal of participants to predict the interpersonal distance in dyadic settings. Results showed that greater independence of participants' self-construals was associated with greater spatial distance during the interaction. Together, the studies provide clear evidence that self-construal activation automatically influences interpersonal behavior as reflected in the actual distance between the self and others. Results are discussed in terms of the functions and motives connected to self-construals.

#### C20

**DISTRACTION AS AN INTERVENTION FOR DEPRESSION: THE ROLE OF ATTENTION REGULATION IN THE DISTRACTION PROCESS.** *Megumi Oikawa; University of Tokyo* – Effective distraction is an important key to overcome depression. However, distraction can also produce a reverse effect. Depending heavily on distraction may itself become a serious problem. In order to obtain information as to when distraction can be an effective intervention, this study examined the role of attention regulation in the distraction process. In order to do so, college students completed 4 different questionnaires. First two questionnaires examined the process of becoming heavily dependent on distraction and its effect. The later questionnaires examined the effect of attention regulation. In study1 (N=189), depression, dependence on distraction, and cognition of distraction effectiveness were measured. Although participants expect distraction to be effective, depending heavily on distraction have danger of enhancing depression. In study2 (N=276), the distraction process was examined. Second study indicates that poor concentration on distraction enhanced bad moods, which enhanced dependence on distraction. In study3 (N=76), level of attention regulation, depression (2 points), distraction, and stressful event (for 2 weeks) were measured. Participants with high attention regulation reduced depression with distraction. However, even with distraction, participants with low attention regulation did not necessary reduce depression. In study4 (N=213), reframing and planning were found to be effective strategies preventing from becoming heavily dependent on distraction. These finding suggests that acquiring appropriate attention regulation strategy and preventing people to become heavily dependent on distraction play a important role for distraction to work effectively as an intervention against depressive mood.

#### C21

**ATTITUDES TOWARD THE WAR IN IRAQ: MEMORY BIAS DUE TO AFFECT** *Ana Hristic<sup>1</sup>, Lisa Feldman Barrett<sup>1</sup>, Michael Ross<sup>2</sup>, Michele M. Tugade<sup>1</sup>, Martin Rybak<sup>1</sup>, Leslie Sekerka<sup>3</sup>; <sup>1</sup>Boston College, <sup>2</sup>University of Waterloo, <sup>3</sup>Naval Postgraduate School* – Emotions predict the ways in which people reconstruct their personal histories. The war in Iraq provided the opportunity to extend previous findings on memory bias, and examine the factors that affect people's attitudes and memory associated with this salient, emotionally evocative event. Participants were 312 North American individuals who completed a longitudinal web-based study. We examined how emotional reactions and attitudes at the beginning of the Iraqi war (T1) influenced attitudes about the war at its conclu-

sion, defined by the official withdrawal of U.S. troops from combat (T2). We predicted and found that emotional reactions to the war at T1 influenced both attitudes at T1 and recall of those initial attitudes at T2. Significant direct and indirect effects were found. Most interestingly, while the participants' recollection of their attitudes about the war were moderately accurate, their recollections were directly influenced by emotional reactions about the war at T1 (e.g. the more angry participants were about the war at its start, the more they remembered holding President Bush responsible for the war when it ended, over and above what their attitude actually was at T1). Possible moderators of this effect are examined, implications for understanding the effect of emotion on autobiographical memory are considered, and future directions are discussed.

#### C22

**WHY PEOPLE ROOT FOR THE UNDERDOG: A SOCIAL IDENTITY APPROACH** *Mike Markus, Heather McGuire, Scott Allison, Dafna Eylon; University of Richmond* – Social psychologists have long known that people prefer to associate with winning teams and successful people, a phenomenon known as "basking in reflected glory." Interestingly, past social psychological work seems to have overlooked the pervasive tendency of people to root for underdogs in competitive settings. We report four studies that document this underdog effect. In each study, we found that participants were more likely to show support for the disadvantaged team or individual than for the advantaged team or individual. Moreover, Studies 3 and 4 provide empirical support for social identification with the underdog as the mediating mechanism of the effect. Contrary to prior work on basking in reflected glory, our data show that people identify more strongly with underdogs than with top dogs, and that the more people identify with the underdog, the more they root for the underdog. We then provide a theoretical framework for understanding why our results conflict with prior research. In our framework, we propose a temporal model of sentiments toward advantaged and disadvantaged persons and groups engaged in competition. Our model and our data support the idea that prior to a competitive outcome, perceivers identify with (and root for) the underdog. After the outcome of the competition has been reached, perceivers then shift their sentiments toward supporting the victor and derogating the loser. Our temporal model of temporally shifting sentiments can account for both the underdog effect (occurring prior to the competitive outcome) and basking in reflected glory (occurring after the competitive outcome).

#### C23

**DO THREATS TO CONTINGENCIES OF SELF-WORTH STIMULATE AGGRESSION?** *Shauna Lee, Rowell Huesmann, Jennifer Crocker; University of Michigan* – This study ties together two theories in the self-esteem literature. Crocker and Wolfe (2001) propose that self-esteem is linked to social behavior through domains on which self-worth is contingent. Baumeister and colleagues (1996) assert that ego threat and narcissism increase aggression. This study hypothesizes that threat in a highly contingent domain will increase hostility toward the threatening person. Additionally, it is hypothesized that the explicit behavioral response to the threat will be motivated by both self-affirmation needs as well as the hostility induced from the threat in the contingent domain. To test this hypothesis, participants were selected if their self-worth was either highly contingent on physical appearance or, alternatively, highly contingent on virtue. In a factorial experiment the subjects then received a threat to either their appearance or virtue. Their response to the threat was assessed with an implicit and an explicit measure of hostility/aggression. Results revealed that threat in a contingent domain stimulated significantly higher scores on the implicit measure of hostility, but significantly lower scores on the explicit measure of aggression. Specifically, participants responded with as much or more implicit aggression following threat in a contingent domain when compared to response following threat in a non-contingent domain. However, on the explicit measure participants responded in a significantly less aggressive and more

prosocial manner, which we hypothesize acted as a form of self-affirmation. Also, in accordance with the experimental findings of Bushman and Baumeister (1998), the results revealed that narcissism was positively correlated with explicitly aggressive responses to threat.

#### C24

**STATUS AND INTERPERSONAL SENSITIVITY: AN INVESTIGATION OF FACE-TO-FACE AND COMPUTER-MEDIATED INTERACTIONS** *Eliane Boucher<sup>1</sup>, Jeffrey Hancock<sup>2</sup>, Philip Dunham<sup>3</sup>*; <sup>1</sup>Queen's University, <sup>2</sup>Cornell University, <sup>3</sup>Dalhousie University – Research has shown that status differentials have a robust effect on interpersonal sensitivity, or the accuracy of social judgments (Snodgrass, 1985, 1992). These studies have been limited to face-to-face (FtF) interactions and there has been no attempt to determine if this pattern would survive in other communicative environments. Research suggests that the reduction of contextual cues in computer-mediated communications (CMC) results in an equalization of status, although more recent studies have demonstrated that salient status roles can persist in this setting. The purpose of the current study was to determine if the pattern of status effects on interpersonal sensitivity would survive in a text-based, computer-mediated environment. Participants were assigned to a boss or subordinate role, and paired to form 40 same-sex dyads. Dyads performed a simulated job interview in either a synchronous CMC or FtF setting. We measured the degree to which participants were accurate when judging how their partners felt about themselves, and when judging how they thought their partners felt about them. Consistent with previous studies, bosses were more accurate when perceiving how subordinates felt about themselves, while subordinates were more accurate when perceiving how bosses felt about them. This pattern was additive across CMC and FtF conditions, and overall levels of interpersonal sensitivity were comparable across both conditions. These findings suggest that nonverbal cues are not necessary for accurate interpersonal perceptions, or to establish salient status roles in this context.

#### C25

**ANGER REGULATION AND SOCIAL APPRAISAL: A 'HOT' SEX DIFFERENCE?** *Catharine Evers, Agneta Fischer, Patricia Rodriguez-Mosquera, Tony Manstead*; *Social Psychology* – In this study it was assumed that men and women, despite feeling equally angry, express their anger in different ways as a result of making different social appraisals. A social appraisal is defined as the appraisal of the expected social implications the expression of a specific emotion will have for the person self, for the provoker, or for the possible other people present in the situation. Anger was induced by giving participants negative feedback after writing an essay. Anger expression was measured by using the "hot sauce paradigm" (see Lieberman et al., 1999), in which anger expression is inferred from the amount of hot sauce participants give to the object of their anger. Social appraisal was manipulated by varying the anonymity of the anger object: participants were led to believe that they would meet their provoker or not. Results showed that although men and women did not differ in their anger experience, they differed in their anger expression, with men giving more hot sauce than women. Further it was found that women allocated less hot sauce than men when non-anonymous, but not when anonymous. Women expected also more negative social implications of expressing anger when they thought they would meet the other person, but not when they were anonymous. Social appraisals mediated the sex differences in anger expression. The meaning of these results is discussed.

#### C26

**THE "FROZEN IN TIME" EFFECT IN EVALUATIONS OF THE DEAD** *Scott Allison<sup>1</sup>, Dafna Eylon<sup>1</sup>, James Beggan<sup>2</sup>*; <sup>1</sup>University of Richmond, <sup>2</sup>University of Louisville – Two experiments tested the hypothesis that impressions and evaluations of individuals who die become "frozen in time," i.e., the impressions are more resistant to change than

impressions of the living. In Experiment 1, perceivers formed an impression of a target person who performed either a moral or an immoral action and then either died or remained alive. Perceivers were later given new inconsistent information about the target's morality. The results revealed that perceivers' original impressions of the target were significantly less likely to change in response to the inconsistent information when the target was believed to be dead than when she was believed to be alive. Experiment 2 replicated the effect in impressions of real-world movie critics Siskel and Ebert. Results showed that new information that surfaced about Ebert, who is alive, led to significantly more change in impressions of him than the same new information about Siskel, who died in 1999. We discuss our data within the framework of terror management theory, which argues that people may symbolically immortalize those individuals who uphold the values of the cultural worldview. To illustrate this theoretical position, we discuss several real-world examples of people's attempts to freeze impressions of the dead, such as outcries over Thomas Jefferson's image being possibly tarnished from reports of his alleged affair with his slave Sally Hamming. We also raise numerous promising future research directions.

#### C27

**EASE OF RETRIEVAL EFFECTS IN ANALYZING REASONS** *Osamu Higuchi*; *Hitotsubashi University* – The present research examined the moderating effect of ease of retrieval on effects of analyzing reasons. When people explain the reasons for their feelings they often change their attitude, at least temporarily. This is due to effects of analyzing reasons (Wilson, Dunn, Kraft, Lisle, 1989, for a review). According to Wilson et al., attitude change by analyzing reasons occurs because people bring to mind reasons inconsistent with their prior attitude and these reasons are not an accurate reflection of how they feel. We predicted that people with ease of analyzing reasons would change attitude, but people with difficulty would not. This happens because experienced ease of retrieval influences the perceived quality of the information actually retrieved (Wänke & Bless, 2000). In this study, we assessed, on two occasions several weeks apart, participants' attitude toward Jyunichiro Koizumi (the Japanese prime minister). Participants generated three reasons (easy) or six reasons (difficult) why they felt the way they did about that issue. The result showed that the ease of analyzing reasons moderated attitude change: Participants who generated three reasons significantly changed their attitude, compared with control participants (i.e., generated no reasons). On the other hand people who generated six did not change their attitude. We discussed the role of ease of retrieval in analyzing reasons.

#### C28

**THE IMPLICATIONS OF OUTCOME EXPECTANCIES FOR INTERRACIAL INTERACTIONS** *David A. Butz, E. Ashby Plant*; *Florida State University* – The current work argues that in determining people's experiences in interracial interactions, it is not only important to examine their self-efficacy expectancies regarding such interactions, but also their expectancies regarding the openness of outgroup members to interracial interactions. This latter type of expectation, termed outcome expectancy, was posited to be a source of anxiety and hostile affect in interracial interactions. One hundred and twenty-two nonBlack participants were told that they would be having an interaction with a same-sex Black person, who they were led to believe enjoyed interracial interactions, did not enjoy interracial interactions or about whom they did not learn any outcome expectancy information. Participants then reported their outcome expectancies, anxiety, desire to avoid the anticipated interaction, and hostile affect regarding the interaction. Participants who believed their interaction partner was not looking forward to the interaction had more negative outcome expectancies than participants in the other two conditions. Results further revealed that participants with negative outcome expectancies reported more anxiety, a greater desire to avoid the interaction, and more hostile affect than people with positive or no expectancies. In addition, it was determined that the influence of out-



come expectancies on avoidance and hostility was mediated by people's interracial anxiety. These findings suggest that expectations regarding the anticipated response of outgroup members in interracial interactions are important determinants of responses to such interactions.

**C29**  
**"I'M FINE!" EVIDENCE FOR DEFENSIVE RESPONDING IN EXPERIENCE-SAMPLING** Tamlin Conner, Lisa Feldman Barrett; Boston College

– Experience-sampling procedures have gained the reputation as the gold standard among self-reports because they allow people to document their thoughts, feelings, and actions outside the laboratory within the context of everyday life. Unfortunately this reputation has led to some untested assumptions about the capacity of such procedures. One such assumption is that experience-sampling can be used to get around motivated processing about the self due to defensive (i.e., self-protective) processes. We tested this assumption in a combined laboratory and experience-sampling study. Seventy-nine participants were assessed for their level of defense using a standardized interview measure (Feldman Barrett et al., 2002). Participants also took part in a two-week, computerized experience-sampling procedure in which they answered questions related to their recent and current subjective experiences. Defense systematically predicted patterns of verbal reports made during experience-sampling. Individuals higher in defense reported less threat and showed less variability in their experience-sampling reports consistent with the idea that defense serves to lessen threat and narrow the range of experiences introspectively available to a respondent. Also, individual P-factor analysis showed that individuals higher in defense had less coherent patterns of covariability, consistent with predictions from clinical theory. Results clarify the boundary conditions of experience-sampling procedures and strengthen the idea that momentary self-reports only yield information that a person is willing and able to represent in conscious awareness the moment a report is made.

**C30**  
**PERCEPTIONS OF DISCRIMINATION: HOW EXTREME BEFORE IT IS NOTICED?** Natalie Shook, Russell H. Fazio; Ohio State University

– The present experiment examined two questions concerning the perception of discrimination as a judgmental process. First, how sensitive are people to inequality, and to what degree does the possibility of prejudice based on race, versus the non-specific, non-socially charged significance of a symbol's color, affect perceptions of discrimination? Participants watched three fictitious students play an internet ball tossing game (Williams et al., 2000). Players were represented either by names (Steve, Mike, Jamal), colored shapes (red circle, red rectangle, blue cross), or, in the control condition, initials (SK, MS, JL). Participants watched five randomly-presented games that varied in degree of inclusion, from all players tossing the ball equally to one another, to a player (Jamal, blue cross, or JL) being completely excluded by another player (Steve, red rectangle, or SK). After each game, participants judged how often each player tossed the ball to each of the other players. The results revealed a significant linear trend, indicating that participants were reasonably sensitive to the level of discrimination. Interestingly, this pattern varied by condition. Participants in the names condition, in which racial prejudice was an obvious possibility, tended to acknowledge discrimination only at more extreme levels than in the control initials condition. In contrast, those in the shapes condition began to recognize discrimination at less extreme levels. In sum, the possibility of racial prejudice seemed to dampen sensitivity, or willingness to note, inequality, whereas a less socially-tainted basis for commonality (two red shapes) and exclusion (blue cross) enhanced sensitivity to prejudice.

**C31**  
**STEREOTYPING MY FUTURE SELF: THE CONTENT OF OLDER POSSIBLE-SELVES AND THEIR IMPACT ON AGE-BASED BIAS** Dominic J. Packer, Alison L. Chasteen; University of Toronto

– For the young and middle-aged, older adults represent not only an out-group,

but also a future in-group. Two studies demonstrated that young adults incorporate age stereotypes into conceptions of themselves as older and that these possible-selves can reduce age-based bias. Participants wrote short narrative essays about themselves or another person (perspective-taking) at the age of 70, before completing measures of intergroup bias. In Study 1, essays about possible older selves were more positive but no less stereotypic than essays about close older others. Examination of essay content showed that young people spontaneously drew on different subtypes of the elderly stereotype when describing themselves vs. another person as old. In Study 2, participants were explicitly instructed to generate positive or negative content regarding old age. In both cases, essays about possible older selves were significantly more stereotypic than essays about acquaintances getting old, implying that stereotypes about older adults serve a self-related and possibly protective function. These results suggest that the multifaceted nature of age stereotypes (Hummert, Garstka, Shaner, & Strahm, 1994) may be due to the fact that they represent a type of self-knowledge, rather than the homogeneous generalizations typically applied to out-groups. In addition, both studies' possible-self manipulations reduced age-based bias on measures assessing perceived similarity of the young and old, resource allocation (Study 1), and affect toward older adults (Study 2). The implications of these results for aging research and for intergroup relations in the context of transitory group memberships are discussed.

**C32**  
**IRONIC EFFECTS OF PREJUDICE CONCERNS IN INTERRACIAL DYADIC INTERACTIONS** Sophie Trawalter<sup>1</sup>, Jennifer Richeson<sup>1</sup>, J. Nicole Shelton<sup>2</sup>; <sup>1</sup>Dartmouth College, <sup>2</sup>Princeton University

– Recent research finds that interracial interactions can negatively impact executive function (Richeson & Shelton, 2003). The present study investigated one putative mechanism for this impairment; namely, self-regulation. There is ample evidence suggesting that members of dominant groups often engage in self-regulation during intergroup encounters in order to avoid expressing prejudiced thoughts or behaviors (e.g., Monteith, 1993; von Hippel, Silver, & Lynch, 2000). Recent theoretical and empirical work finds, however, that engagement in one task that requires executive function (e.g., self-regulation) impairs performance on a simultaneous or subsequent task tapping the same resource (Baumeister, Muraven, & Tice, 2000). Ironically, according to this model, attempting to appear non-prejudiced during an interracial interaction should impair performance on a subsequent task that requires cognitive inhibition. In order to test this prediction, the present study manipulated the prejudice concerns of a subset of white participants. Specifically, white participants completed an unobtrusive measure of racial attitudes, and then were given feedback that "most people are more prejudiced than they think they are." A control group of white participants was simply told, "most participants perform worse than they think they do." Immediately after receiving the feedback, participants engaged in a brief interaction with a black confederate. After the interaction, participants completed the Stroop color-naming task, which assessed cognitive performance. Results revealed that participants for whom prejudice concerns were explicitly activated performed worse on the Stroop than control participants. Thus, these findings suggest an ironic consequence of harboring prejudice concerns during interracial dyadic interactions.

**C33**  
**CAN WE GET TOGETHER? RELATIONSHIP INITIATION AS A MOTIVE TO SEEK HELP** Josephine Korchmaros; Southern Illinois University, Carbondale, IL

– Previous research has suggested that the motive to protect the self has a strong influence on help seeking. The present research examined how the motive to initiate a romantic relationship competes with the motive to protect the self to influence help seeking. In an experiment, college students were placed in a state of need where seeking help was either self-threatening or relatively non-self-threatening and the only prospective helper was either desirable or less

desirable. The motive to initiate a romantic relationship, the motive to protect the self, and help seeking behavior was then measured. Results of mediation analyses show that participants sought help as a way to initiate a romantic relationship when the amount of self-threat involved in seeking help was low and not when it was high. When self-threat was low, participants sought more help from the desirable target (i.e., prospective helper) than the less desirable target because they were more motivated to initiate a romantic relationship with the desirable target. When self-threat was high, the positive effect of desirability of the target on help seeking was not mediated by the motive to initiate a romantic relationship. The motive to protect the self did not mediate the relationship between amount of self-threat involved in seeking help and help seeking behavior. This research suggests that help seeking is used as a way to achieve social interaction goals. This research also suggests a re-evaluation of the process by which self-threat influences help seeking.

### C34

**JUSTICE SERVED?: STEREOTYPIC CRIMES AND DECISION MAKING** *Jeanine L. Skorinko, Barbara A. Spellman; University of Virginia* – Stereotypes have important consequences in the courtroom, where the stereotypicality of a crime can affect perceptions of guilt (Gordon, 1990, 1993). An updated index of crime stereotypicality is necessary to assess the effects of stereotyping on jurors' decision-making (Sunnafank & Fontes, 1983). The current research examines which crimes have stereotypic associations, and evaluates biases in decision-making based on stereotypic crimes. In Study 1, 178 participants received a list of "types" of people (e.g., ethnicity) and a list of crimes. For each crime, they indicated which type(s) of people society believes are most likely to commit the crime. In Study 2, 139 participants read six nonviolent criminal trials (e.g. shoplifting), and gave a verdict and sentence. Study 3 (84 participants) replicated Study 2 but used violent and serious offenses (e.g. gang activity). Study 1 demonstrated that stereotypic crimes exist. However, stereotypic crimes only bias decisions for violent/serious crimes. Whites received more guilty verdicts for hate crimes,  $\chi^2(1, N = 86) = 7.5, p = .01$ , and harsher sentences for embezzlement,  $F(1, 14) = 6.2, p = .03$ . African Americans tended to receive more guilty verdicts for gang activity,  $p = .06$ , and were given harsher sentences for burglary,  $F(1, 40) = 4.5, p = .04$ . Together these studies demonstrate that specific crimes are perceived as stereotypic, and that stereotype usage is contingent upon the level of violence and seriousness of the crime. Thus, defendants may be treated unjustly when the crime is serious/violent and stereotypical of their ethnic group.

### C35

**RELATIONSHIP QUALITY AND TRAIT SELF-ESTEEM AS PREDICTORS OF HURT AND ANGER IN ONGOING ROMANTIC RELATIONSHIPS** *Sadie Leder, Mark R. Leary; Wake Forest University* – People's reactions to the misdeeds of their romantic partners are likely to be affected by both the nature of their relationship and the individual's tendency to feel accepted and secure. This study examined the moderating effects of relationship quality and trait self-esteem on people's reactions to partners' behaviors that could reflect problems in the relationship. 127 participants who were currently in romantic relationships completed measures of trait self-esteem and relationship quality (e.g., relationship satisfaction, love, expectations, commitment, and importance), and rated how hurt and how angry they would feel if their partner performed each of 30 behaviors that reflected dismissiveness, disparagement, low relational priority, lack of appreciation, betrayal, and violation of relationship norms. Several differences were obtained between the relationship predictors of hurt and anger, as well as across the six categories of partner behaviors, but there were two prevailing effects. First, participants with high self-esteem were less hurt and angry by partner misbehaviors the greater they valued the relationship, loved their partner, had positive expectations for the future, and were satisfied with the relationship, whereas low self-esteem people were more hurt and angry as these variables increased. Furthermore, this pattern was

much stronger among women than men. People with high self-esteem appear to derive confidence and trust from well-functioning relationships, whereas people with low self-esteem appear sensitized to indications that important relationships may be threatened.

### C36

**THE PERVERSIVE IMPLICIT ASSOCIATION OF "WEAPONS" WITH "BLACK AMERICANS"** *Laura Gibson<sup>1</sup>, Mahzarin Banaji<sup>1</sup>, Brian Nosek<sup>2</sup>, Anthony Greenwald<sup>3</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of Virginia, <sup>3</sup>University of Washington* – News of police officers tragically misidentifying harmless objects as weapons when held by Black Americans suggests that the association of African-Americans with weapons is widely learned (Correll et al., 2002, Greenwald et al., 2003, Payne et al., 2002). 18,000 implicit association tests (IATs) of this stereotype were completed at the website [www.tolerance.org](http://www.tolerance.org) between November 2001 and February 2003. Stimuli for the IAT included archaic weapons not stereotypically associated with Black Americans (e.g., mace, cannons, swords) as a tougher test of the hypothesis than stereotypic weapons (e.g., handguns). Yet participants automatically associated weapons more with Black than White Americans ( $d = 1.03$ ). Although all groups showed this bias, Blacks showed the weakest bias ( $d = 0.59$ ), and Asians ( $d = 1.01$ ) and Whites ( $d = 1.17$ ) showed the strongest biases. Contrary to these data, explicit reports of the Black+weapons stereotype were small ( $d = 0.25$ ). This effect varied by group membership, level of education, and political identification, such that African-Americans, highly educated respondents, and liberals were less likely to explicitly report the stereotype. The correlation between explicit and implicit stereotypes was negligible for all participants except Black Americans -- 25–29 year olds, respondents with no college experience, and conservatives all showed correlations  $> .30$ . Beyond ethnicity of respondent, other demographic variables (e.g., age, education) did not appear to directly moderate the implicit effect. Although political identification (liberal-conservative) predicts implicit attitudes toward a variety of social groups, the Black+weapons implicit stereotype appears to be unrelated to stated political orientation.

### C37

**HOW DO MOTIVATIONAL STATES CHANGE ATTITUDE REPORTS? THE INFLUENCE OF HUNGER ON THE INFORMATIONAL BASES OF FOOD ATTITUDES** *Shelley Aikman<sup>1</sup>, Stephen Crites<sup>2</sup>; <sup>1</sup>Syracuse University, <sup>2</sup>University of Texas at El Paso* – Research has demonstrated that hunger changes food attitudes (e.g., Lozano, Crites, & Aikman, 1999). The goal of these studies was to investigate how this influence occurs. Because research suggests that attitude change occurs when subsets of information underlying attitudes are highlighted, Study 1 examined the influence of hunger on the information underlying food attitudes. Participants ( $N = 60$ ) rated several foods along a series of evaluative scales both when hungry and when not hungry (hunger manipulated within-subjects, order of sessions counterbalanced). Several ways were identified in which hunger changes the information underlying food attitudes by influencing the accessibility, predictive importance, and evaluative ratings of the information. These findings were compared to attitude change as a function of a traditional priming technique in Study 2. Participants ( $N = 113$ ) rated a series of foods along one dimension (Prime Condition, manipulated between-subjects), next rated their overall evaluations of a separate set of foods, and then rated their evaluations of these foods along several dimensions. Results revealed that the influence of hunger is both similar and dissimilar to that of priming. Consistent with expectations and with the hunger findings, priming was found to influence the accessibility and predictive importance of the information primed. Priming, however, did not change the evaluative ratings of underlying information as hunger did. This suggests that hunger does not merely prime certain information – it changes the evaluative nature of the information underlying food attitudes. These findings have important implications both for food selection and for attitude theory more generally.

**C38****ENCOUNTERING AMBIGUOUSLY PREJUDICED BEHAVIOR: CONSEQUENCES FOR COGNITIVE FUNCTIONING** *Jessica*

*Salvatore, J. Nicole Shelton; Princeton University* – Targets of prejudice must regularly make attributions about whether others' ambiguously motivated behavior stems from prejudice. Does the need to resolve this ambiguity negatively impact targets' cognitive functioning? To test this question, we created a situation in which a fictional human resources officer's hiring decisions were either blatantly or ambiguously motivated by prejudice. Forty White and forty Black participants who believed that they were evaluating a company's hiring protocol saw a set of hiring decisions and short rationales. The officer who made the decisions was described as a White male for Black participants, and a Black male for White participants. In all cases, the officer chose not to hire a qualified candidate of the participant's own race. Half of the participants saw a rationale that explicitly invoked race as a factor in the decision; the other half saw a rationale that did not mention race, leaving the reason for the decision ambiguous. Then participants completed the Stroop task. Stroop interference scores were significantly higher for Black participants in the ambiguous-prejudice condition ( $M = 160$  ms) than those in the blatant-prejudice condition ( $M = 108$ ). This pattern was reversed, but nonsignificant, for White participants; those in the blatant-prejudice condition ( $M = 134$ ) had higher Stroop interference scores than those in the ambiguous-prejudice condition ( $M = 97$ ). These data suggest that situations in which prejudice is a plausible but not clear explanation for others' behavior may deplete cognitive resources for traditional targets of prejudice.

**C39****INCLUDING OTHERS IN THE SELF: EXTENSIONS TO GENERIC PEOPLE, ANIMALS, NATURE, AND GOD** *Jessica*

*Tipsord, Mark Leary; Wake Forest University* – Aron and his colleagues have shown that the degree to which people incorporate significant others into their sense of self has implications for the nature of their interpersonal relationships. Extending this idea, it seems likely that people differ in the degree to which they generally incorporate others into the self and that people may incorporate not only other people but also animals and nature into their self. Furthermore, previous research suggests that incorporating others into the self should be related to a high sense of interconnectedness and, thus, psychological well-being. One-hundred and forty-eight undergraduates rated how connected they felt to 25 entities that reflected close others, distant others, animals, nature, and God. Ratings were done using a modification of the Inclusion of Other in the Self (IOS) Scale on which participants indicated which of seven Venn diagrams, each portraying a different degree of overlap between "self" and "other," reflects their relationship with each entity. In addition, participants completed measures of personality, emotion, and well-being. Overall, feeling connected to people, animals, nature, and God was associated with greater psychosocial well-being. For example, rated overlap between self and close and distant others significantly correlated with life satisfaction, kindness, and low ego-grasping; kindness was also predicted by self/other overlap with animals and God. Linking oneself to close others predicted lower depression, and links with distant others predicted forgiveness and lower anger-proneness. Growth-motivation was associated with closeness to distant others, animals, nature, and God.

**C40****EVERDAY EXPERIENCE OF HOPE AND OPTIMISM** *Patricia*

*Bruininks, Elizabeth Hendrix; Hendrix College* – Previous research (Bruininks, 2002) suggests that although hope and optimism are closely related states, hope differs from optimism in that hoped-for outcomes are perceived as more important, as allowing less personal control, and as being less likely to occur than outcomes for which one is optimistic. The present study sought to examine the relationship between hope and optimism for hoped-for outcomes only, and in a natural setting as opposed to a lab setting. Twenty-four undergraduates (19 women and 5 men) submitted on-

line journal entries at the end of each day for four weeks using Educator software. These entries included their thoughts, feelings, and behaviors regarding what they were hoping for that day as well as ratings of how important and likely the outcome was, how much personal control they had, and how much time they had spent thinking about the outcome. Participants also rated how hopeful, optimistic, fearful, and worried they were about the outcome. Similar to previous findings, the experience of hope and optimism were positively correlated. Both states were positively correlated with importance and likelihood, but importance was more strongly related to hope and likelihood was more strongly related to optimism. Hope was positively correlated with the amount of time spent thinking about the outcome whereas optimism was not. Interestingly, optimism was not correlated with perceived personal control. Neither hope nor optimism was correlated with fear or worry. These results are discussed as well as the value and limitations of this particular experience sampling methodology.

**C41****EFFECTS OF MORTALITY SALIENCE ON EVALUATION OF INGROUP AND OUTGROUP SOURCES** *Ya Hui Michelle See, Richard*

*Petty; Ohio State University* – Past research based on Terror Management Theory has demonstrated that reminders of one's own death (i.e. mortality salience) lead to favoritism toward ingroup members and derogation of outgroup members, and to polarized judgments toward sources who criticize or praise of one's worldview. However, in previous research, the target's group membership and the worldview-relevant position held typically have been examined separately. In such studies, one could reasonably assume that an ingroup member is pro-attitudinal, and that an outgroup member is counter-attitudinal. Thus, it is not clear the target elicited favoritism from mortality salient participants because of his ingroup membership or because of the pro-attitudinal stance or both. We ran two studies in which the target's group membership and position taken were jointly manipulated so that possible interactions between these variables could be examined. Results showed that among mortality salient participants, the outgroup source was evaluated more favorably or unfavorably depending on his position (i.e. pro- or counter-attitudinal) than in control conditions. However, when the source was an ingroup member, the position mattered less under mortality salience than control conditions.

**C42****CAPITALIZING ON CULTURAL DIVERSITY: THE EFFECT OF SITUATIONAL CONSTRAINT ON SOCIAL IDENTIFICATION** *Leigh S. Poretzky, Virginia S.Y. Kwan; Princeton University*

– Generally considered beneficially, diversity requires not only the existence, but also the communication, of diverse ideas, beliefs, and skills. Individuals with varied perspectives who do not share their diverse backgrounds with the group cannot benefit from diversity. The current experiment examined the social factors that encourage bicultural individuals to present themselves as such. The psychological effect of situational constraint, which is the limitation on the number of ethnic groups with which an individual may choose to self-identify, was assessed using a 2 (condition: choice vs. no choice) x 2 (culture: Caucasian vs. bicultural) between subjects design ( $n=86$ ). Situational constraint was manipulated by allowing participants to identify with only one or with multiple ethnic groups on the demographic section of a survey that mimicked that of the SAT Test form. Conditions of situational constraint resulted in significant differences in the responses of Caucasian and bicultural participants. Specifically, bicultural individuals in the no choice condition demonstrated lower levels of cultural individuation, meaning they were less willing to engage in culturally related activities, and they discussed fewer culturally related matters than all the other three groups. Additionally, bicultural participants demonstrated higher levels of collective self-esteem than other groups. Together, these findings suggest that bicultural individuals under conditions of situational constraint feel limited from expressing their cultural

identity but they identify with their own group privately. These findings have important implications for cultural diversity and intergroup relations.

#### C43

##### **A LENIENCY BIAS FOR FATHERS: THE CONFLUENCE OF PARENTAL STATUS AND GENDER ON EMPLOYMENT DECISIONS**

*Elizabeth L. Haines<sup>1</sup>, Kathleen Fuegen<sup>2</sup>, Kay Deaux<sup>3</sup>, Monica Biernat<sup>4</sup>; <sup>1</sup>William Paterson University, <sup>2</sup>Ohio State University, <sup>3</sup>City University of New York, <sup>4</sup>University of Kansas* – The combined and direct effects of parental status and gender were investigated in a hypothetical hiring scenario. Eighty-seven participants (76% female, 72 % White) made judgments on the hireability, likely availability, and time commitment of five different targets: mother, father, single man, single woman and the ideal worker. Predictions from Social Role Theory (Eagly & Stefan, 1984) and the Shifting Standards Model (Biernat & Manis, 1994) were used to make predictions about when parental status, gender, and the confluence of parental status and gender would contribute to worker evaluations. Overall, results indicate a leniency bias in favor of fathers on hiring and time commitment standards. In addition, parents, as compared to singles, were expected to be less available than non-parents. Leniency biases in favor of fathers may act as a form of prejudice against other types of workers (e.g., singles, mothers) and indicate that hiring prejudices should be investigated in the context of leniency as well as harshness.

#### C44

##### **THE EFFECT OF REQUEST TIME FRAME ON COMPLIANCE**

*Sabrina Kelly, Leandre Fabrigar, Tara MacDonald; Queen's University, Kingston, Ontario* – Despite its widespread use in applied settings, social psychologists have not empirically examined if the time frame in which compliance requests must be completed influences people's willingness to agree to requests. This experiment tested the hypothesis that people may be more likely to comply with a request if they are asked to complete it in the distant future compared to the immediate future. This hypothesis is based on the tendency for people to have relatively optimistic views of their future. To test this idea, a 3 (time frame of task: short vs. moderate vs. long) × 2 (type of recall: no recall vs. recall of relevant past experiences) factorial experiment was conducted. Participants were asked to volunteer for a community program either in one day, one week, or one month in the future. They were also randomly assigned to either recall past experiences in which they had volunteered for activities or to complete an irrelevant information sheet. Analyses were conducted on three different measures of compliance to the request. A significant main effect of time frame was found for two of three measures of compliance, such that as time frame increased compliance increased. Recall of past experience did not affect overall compliance nor did it moderate the impact of time frame on compliance.

#### C45

##### **WITH A WINK AND A SMILE: SMILING PREDICTS BROADENED ATTENTIONAL SCOPE AND FLEXIBILITY.**

*Christian Waugh, Kareem Johnson, Barbara Fredrickson; University of Michigan* – Fredrickson's (1998/2001) broaden-and-build theory predicts that positive emotions broaden people's attentional scope and flexibility. In two studies, emotions were manipulated through film clips (amusement, neutral, anxiety; Study 1), and the Velten (1968) mood induction procedure (elation, neutral, anger; Study 2). In both studies, smiling was determined through the use of Facial EMG. True smiles (Ekman et al., 1990) were determined to be present with activation of zygomaticus major and orbicularis oculi without activation of corrugator supercilli. In study 1, participants performed a global-local task (Derryberry & Reed, 1998) that consisted of viewing large letters (T, F) made up of smaller letters (T, F) and identifying when the letter T was present at either the global or local level. Higher frequency of smiling during the emotion manipulation predicted faster reaction times to global targets relative to local targets. In study 2,

participants performed a covert attentional orienting task (Posner et al., 1984) that consisted of responding to a target on three types of trials: after no cue, after a valid cue (identifying the target's location), or after an invalid cue. Those participants who expressed a higher frequency of smiles were better able to disengage their attention from the invalid cues. These results support the hypothesis that one possible function of positive emotions is to broaden attentional scope and attentional flexibility. In addition, the advantages of using psychophysiological measures of emotion, and implications for further research on cognitive and emotional interactions are discussed.

#### C46

##### **PSYCHOLOGICAL EXCRETION AND THE PROCESS OF RELATIONSHIP DISSOLUTION**

*Christopher T. Burris<sup>1</sup>, Robin Spence<sup>2</sup>, John K. Rempel<sup>1</sup>; <sup>1</sup>St. Jerome's University, <sup>2</sup>University of Waterloo* – Burris and Rempel (in press) recently suggested that basic single-celled life-forms offer instructive analogies to humans' psychological motives of self-expansion and self-protection. Expanding this cellular analogy, we suggest that one form of self-protection may involve the purging or excretion of self-relevant aspects that are now considered harmful or no longer psychologically beneficial. If "psychological excretion" is a basic means of self-protection, we reasoned that it could be observed both before and after the breakup of an intimate relationship, but that different types of excretory behaviors would be important during these two stages. Specifically, interpersonal or emotionally cathartic behaviors ("social excretion") such as arguing with the partner or writing in a journal should be more frequent before the breakup proper, whereas behaviors associated with the symbolic disassembly of the relationship ("symbolic excretion") such as thinking in terms of "I" rather than "we" or no longer listening to "our song" were expected to be more frequent after the breakup. These predictions were supported among 65 undergraduates who listed the behaviors that they engaged in both before and after an actual breakup. Moreover, higher scores on the social subscale of a general trait measure of psychological excretion developed for this study predicted more frequent social excretory behaviors prior to breakup among respondents who initiated it, as well as more frequent symbolic excretory behaviors following the breakup, regardless of who initiated it. Additionally, scores on the spatial-symbolic excretion subscale predicted greater symbolic excretory behaviors among men prior to breakup.

#### C47

##### **WITH ENEMIES LIKE THOSE, WHO NEEDS FRIENDS?: A COMPARISON OF THE IMPACT OF FRIENDS AND FOES ON THE SELF.**

*Seth Gitter<sup>1</sup>, H. Colleen Sinclair<sup>2</sup>; <sup>1</sup>University of Minnesota, Twin Cities, <sup>2</sup>University of Missouri, Columbia* – Baumeister, et al. (2001) argued that negative experiences often have a greater impact than positive experiences on an array of outcomes (e.g. marital satisfaction, mood). In this study, we apply this finding by examining the influence of enemies versus friends on depression, self-esteem, self-satisfaction and self-efficacy. Although, the positive and negative impact of peers on the individual has been examined in social and developmental literature (e.g. peer pressure, peer acceptance), the role of the enemy is underdeveloped (Hartup, in press). Thus, we know less of the comparative impact of friends versus enemies. For instance, does a worse enemy have more of an impact than the best friend on one's self-esteem? To examine this question and others, 220 students completed a survey telling us about their high school experiences with friends and foes. Regression analyses revealed that having worse enemies (as measured by our newly developed Enemy Impact Inventory, alpha = .94) had more of an impact than having great friends (as measured by the Friendship Quality Questionnaire by Parker & Asher, 1993) on self-esteem and depression scores. However, FQQ was more influential in increasing self-efficacy. Meanwhile, both EII and FQQ influenced one's desire to change oneself (FQQ decreased it & EII increased it). Overall, the results appear to support the Baumeister et al. (2001) argument that bad outweighs good in a number of instances, but

not all. Further, these results highlight the importance of relationships - both supportive and antagonistic - in influencing different psychosocial outcome variables.

**C48****PERCEPTIONS OF DISCRIMINATION AND WELL-BEING: META-ANALYTICAL REVIEW**

*Michael Schmitt<sup>1</sup>, Tom Postmes<sup>2</sup>, Nyla Branscombe<sup>3</sup>; <sup>1</sup>Purdue University, <sup>2</sup>University of Exeter, <sup>3</sup>University of Kansas* – For the past 25 years, social psychologists have been increasingly interested in the psychological well-being consequences of perceiving the self as a target of group-based discrimination. While some perspectives emphasize the potential self-protective aspects of perceiving discrimination (Major, Quinton, & McCoy, 2002), others have focused on the costs to psychological well-being (Schmitt & Branscombe, 2002). In order to examine the empirical evidence, we conducted a meta-analytic review of this literature. This meta-analysis focused both on tests of the correlation between perceived discrimination and well-being, and on experiments manipulating discrimination and measuring well-being as a dependent variable. While the correlational studies find almost exclusively negative relationships between perceived discrimination and psychological well-being, the experimental findings are more heterogeneous. Results suggest that the overall effect of perceiving discrimination was harmful to psychological well-being, but that the size and direction of the effect covaried with theoretically relevant methodological choices and sample characteristics. Consistent with Schmitt and Branscombe (2002), perceptions of discrimination were more harmful for members of disadvantaged groups than for members of privileged groups, and perceiving widespread discrimination was more likely to harm well-being than perceiving an isolated instance of discrimination. Consistent with Major et al. (2002), the degree to which perceived discrimination harms well-being depends on the specific comparison being made: in some cases stable internal attributions that are negative about the personal self can be more damaging to well-being than are attributions to discrimination.

**C49****TRANSACTIVE KNOWLEDGE GENERATION IN SMALL GROUPS**

*Elisabeth Brauner; Brooklyn College, The City University of New York* – Successful coordination of subtasks in groups requires that group members hold knowledge about other group member's knowledge. This knowledge has been called transactive memory (Wegner, 1987, 1995) or transactive knowledge (Brauner, 2002). It has been shown that groups that hold transactive knowledge produce better results than those that do not (Moreland, 1999). No research has yet been conducted on fostering and hindering conditions of transactive knowledge generation in groups. Therefore, knowledge diversity in a group and cognitive focus of group members have been investigated. Groups received either homogeneous (low diversity) or heterogeneous (high diversity) background information on a task. Furthermore, one part of the groups received training in perspective-taking (external cognitive focus), whereas the other part received training in introspection (internal cognitive focus). Low knowledge diversity in groups as well as external cognitive focus were expected to enhance transactive knowledge generation. One hundred fifty-three students (27 males and 126 females) in same-sex three person groups participated in the experiment. Transactive knowledge was assessed through a task-relevant knowledge questionnaire. Moreover, each member's certainty about others' knowledge was assessed. Results show that low knowledge diversity enhances the generation and acquisition of transactive knowledge significantly as opposed to high knowledge diversity. Similarly, groups benefit after perspective-taking training. Furthermore, heterogeneous groups are more uncertain about their knowledge about other group member's knowledge. Results are discussed with regard to the discrepancy between object-level knowledge and metaknowledge.

**C50****SELF-EVALUATION BIAS AND MEMORY: THE ROLE OF SELF-CONCEPT AND TIME IN SELF-ENHANCEMENT**

*Greg Willard, Richard H. Gramzow; Northeastern University* – Research on self-evaluation bias indicates that people often provide overly positive self-reports of their traits and abilities. This bias even extends to objective and verifiable information, such as academic grades and test scores (Gramzow, Elliot, Asher, & McGregor, 2003). Two complimentary hypotheses are extended to explain this exaggeration phenomenon. The motivation hypothesis predicts that exaggerated self-reports of specific test scores are associated with perceived competence and importance related to the domain. The memory hypothesis predicts that self-reports become more exaggerated over time, as immediate situational constraints on self-enhancement are relaxed. Participants completed a bogus academic test under one of four conditions determined by a Test Difficulty (easy, hard) x Importance (low, high) between-participants design. All participants received an arbitrary, randomly assigned numerical score. On average, participants exaggerated when asked to report their scores on the test (following a brief distractor task). In support of the motivation hypothesis, the degree of exaggeration was predicted by dispositionally high levels of perceived self-competence. The manipulations did not affect self-reports at Time 1. In support of the memory hypothesis, there was a significant increase in exaggeration when participants recalled their scores one week later. In addition, participants who took the hard-important test evidenced the greatest increase in exaggeration at Time 2. Thus, there was a delayed effect of the manipulations on exaggeration. These findings provide further insight into the motivational factors that contribute to exaggeration of objective self-evaluative information. In addition, the Time 2 results emphasize the importance of self-evaluation bias in memory.

**C51****NONVERBAL ACCENTS: CULTURAL DIFFERENCES IN THE EXPRESSIVE BEHAVIOR OF AUSTRALIANS AND AMERICANS**

*Abigail Marsh<sup>1</sup>, Hillary Anger Elfenbein<sup>2</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of California, Berkeley* – The term “nonverbal accents” has been coined to describe systematic variations in the expressive behavior of members of different cultures. Nonverbal accents are hypothesized to be analogous to spoken accents in two respects: 1) Both spoken and nonverbal accents facilitate understanding among members of a culture, but impede understanding across cultures. A large body of prior research on cross-cultural recognition of emotional expressions indicates that perceivers more accurately recognize the expressions of ingroup members than outgroup members. Accuracy decreases as the distance between culture of the expressor and the culture of the perceiver increases. 2) Both spoken and nonverbal accents help a perceiver to identify the cultural origins of the speaker or expressor. In the present study, we demonstrate that perceivers can identify the national origins of targets based on their emotional expressions. Perceivers in this study were better able to identify white Australian and American targets' nationality when targets showed emotional expressions than when they showed neutral expressions. Again, this suggests that markers of cultural identity emerge during the process of expressing emotion. Furthermore, we found that the rated intensity of the expressions predicted accuracy, which suggests that more intense expressions carry more information about cultural identity.

**C52****TRANSFERENCE OF WORKING MODELS OF ATTACHMENT**

*Claudia Brumbaugh, R. Chris Fraley; University of Illinois at Chicago* – According to attachment theory, internal working models are formed through ongoing experiences in relationships. These representations are not only thought to reflect a person's attachment experiences, but are also thought to influence subsequent experiences in intimate relationships. In this research we investigated the way working models of attachment may

be transferred in close relationships by adopting a social-cognitive methodology. The purpose of this study was to empirically test two alternative hypotheses about how working models of attachment are transferred from one relationship to the next. We found that working models were applied in a general, non-specific way to new relationships and that people had a general tendency to perceive novel targets in a way that was consistent with their existing expectations. It was also found that manipulation of the target had an effect on attachment-related feelings. Priming the representation of a past partner (versus a control target) made people more anxious and less avoidant toward the target resembling their past partner.

### C53

#### **PRACTICE MAKES PERFECT: THE AFFECTS OF MOMENTARY MOOD ON LEARNING AND TASK PREPARATION**

*Kosha Sabin, Karen Gasper; The Pennsylvania State University* – To date little is known about how momentary mood states influence how people prepare for and learn about upcoming tasks. Sad moods, more than happy moods, signal an unsafe and threatening environment, therefore, sad moods should signal the need to learn about the environment in order to understand potential threats. We predicted that those in sad moods would be more likely than those in happy moods to practice an upcoming task, as a means of learning about the task. Alternatively, however, sad moods might cause individuals to doubt their ability to perform well on the task. As such, individuals in sad moods might self-handicap by not practicing, in order to blame poor performance on lack of practice rather than ability. Consistent with the learning hypothesis, participants in sad moods practiced significantly more anagram problems than those in happy moods before an upcoming anagram task. In study 2, those in sad moods practiced more than those in happy moods only when practicing was associated with learning. When practicing was not associated with learning, those in sad moods practiced as little as those in happy moods. The results support the hypothesis that individuals in sad moods practice to learn, rather than not practicing to self-handicap. In addition, study 2 rules out motivation as an alternative explanation, as the results held regardless of the ease or difficulty of the practice problems, and regardless of self-reported motivation. These results have important implications for extending mood and information processing findings to a learning domain.

### C54

#### **PREDICTING FORGIVENESS IN THE AFTERMATH OF INFIDELITY**

*Keri Zehm, Jennifer Yanowitz, Marti Hope Gonzales; University of Minnesota, Twin Cities* – Infidelity is a common predictor of relationship termination and divorce (Amato & Rogers, 1997). Additional research has revealed infidelity to be a common interpersonal offense individuals report when asked to describe an act that warrants forgiveness (Williamson & Gonzales, 2003). This study seeks to examine the variables associated with forgiving the act of infidelity in romantic relationships. In this study, 67 college undergraduates completed a questionnaire regarding their experience of coping with the aftermath of infidelity in a romantic relationship. Empathy, comparison of alternatives, and dimensions underlying the forgiveness experience were all examined as predictors of forgiving the act of infidelity. Results indicated that there were no significant differences for empathy between those who forgave and those who did not. However, those with greater quality of alternatives were less likely to forgive than those with fewer alternatives. Additionally, those who had forgiven their partner reported greater positive regard for their errant partners, reported greater religious-expressive concomitants of forgiveness, reported greater affective improvement, and were more likely to have reconciled with their partners. Finally, those who had forgiven their partner were less likely to perceive the consequences of the infidelity as serious, less likely to blame their partner, and less likely to believe their partner had intended to hurt them compared to

those who had not forgiven. Implications for understanding the process of forgiveness of infidelity will be discussed.

### C55

#### **EFFECTS OF IDENTITY LABELING AND FEEDBACK ON RESPONSE BIASES TOWARD HUMAN AND COMPUTER INTERVIEWERS**

*Eyal Aharoni, Alan Fridlund; University of California, Santa Barbara* – Under what conditions will people treat artificial intelligence with the same social protocols employed in human-human interaction? Past research on this topic has encountered much debate. The current study examines the impact of identity labeling (human vs. artificially intelligent computer) on the frequency of nonverbal displays, the favorability of impressions, and the degree of emotion experienced by an interviewee with respect to a remote interviewer. Secondly, this study identifies some domains in which the differential practice of these social behaviors may be moderated by the type of feedback received (admission to vs. rejection from a competitive job). Results indicate that interviewees displayed more communicative nonverbal behaviors, such as smiles, toward the human interviewer. A series of ANOVAs indicates that interviewees report feeling less eager after having received a rejection from a human interviewer and under no other condition. Furthermore, interviewees are more evaluatively favorable toward interviewers who grant them job admittance, regardless of interviewer identity. These results can be interpreted as a function of automaticity, where lower level behaviors (i.e., nonverbals) were sensitive to interviewer identity while higher level, evaluative report was most responsive to feedback type. These results can be useful in the development of assessment techniques for job candidacy and artificially intelligent agents. They also aim to shed light on the mechanisms underlying human-human interaction.

### C56

#### **THE EXPERIENCES OF WOMEN OF COLOR IN COLLEGE**

*Julie Garcia, Jennifer Crocker; University of Michigan* – Contingencies of self-worth are generally assumed to be stable across time and situations (Crocker et al., in press). However, contingencies may be activated in particular contexts, depending on the identities that people bring with them to those contexts. In an experience sampling study, we examined contingencies of self-worth in academic and nonacademic contexts, as a function of ethnic and gender identity. Fifty women of color participated in a two-week long diary study in exchange for \$50. They completed questions about their identity and contingencies, any time they were in an academic (i.e., studying, talking about academics, or in class) or non-academic setting (i.e., on a date, talking with their family, religious/spiritual activity, gym, or morning routine). Self-esteem was more contingent on academics in academic contexts, ( $B = .89, p < .001$ ), and this effect was moderated by ethnic identity ( $B = .19, p < .05$ ). This same trend was found for those who were gender identified. Self-esteem was more contingent on academics in academic contexts, ( $B = .88, p < .001$ ), and this effect was marginally moderated by gender identity ( $B = .18, p = .07$ ). These findings suggest that when women of color are more identified with either their gender or ethnicity, being in an academic context increases the degree to which their self-worth is tied to their academic outcomes. These findings provide a possible explanation for the stereotype threat effect if situations that trigger stereotype threat also increase the degree to which self-worth is contingent on academic outcomes.

### C57

#### **SHE'S LIKE ME, SHE'S LIKE ME NOT...AGREEABLENESS AND DISCRIMINATION TOWARDS OVERWEIGHT WOMEN**

*Jennifer W Bruce, William G Graziano; Purdue University* – The present study investigated the relationship between agreeableness and discrimination towards overweight individuals, in a similarity attraction paradigm. First, participants were informed they would interact with a person, either average weight or overweight, who was most similar in personality and attitude. Next, the experimenter told participants a mistake in experimental procedure occurred when the similar partner was assigned.

The participant would be allowed to switch to a dissimilar partner or stay with their originally assigned similar partner. Participants made their choice of partner immediately. Significantly more participants switched to a dissimilar person if originally paired with an overweight partner, but no participants switched partners when originally paired with an average weight partner. Agreeableness and weight was also related to switching partners; significantly more low agreeable participants switched when paired with an overweight partner compared to high agreeable participants. The results suggest discrimination towards the overweight is pervasive; similarity does not lead to attraction or liking. These findings will be discussed in terms of agreeableness and its relation to prejudice and discrimination.

#### C58

**OH WHAT A TANGLED WEB WE WEAVE, AT LEAST WHEN WE HAVE HIGH SELF-ESTEEM** *David Silveira, Judith Perry; The University of Tromsø, Norway* – Research has demonstrated that low self-esteem is associated with psychological problems such as eating disorders and depression. It has also been argued that self-enhancing biases that are associated with high self-esteem are characteristic of creative, productive and happy individuals, whereas unbiased processing of self-relevant information is characteristic of depressed and unhappy individuals. Partially based on these lines of research, many psychologists have come to view self-esteem as a panacea, and many forms of psychological treatment are aimed at least partially at promoting high self-esteem. However, the value of high self-esteem has recently come into question, particularly with regard to the proposition that high self-esteem individuals are more productive than their low self-esteem counterparts. To put the problem simply, it is unclear whether high self-esteem individuals are truly more productive or they are merely deluded into self-satisfaction by their self-promoting worldviews. In the present work, three studies examined the association between self-esteem and academic performance. Self-esteem was not significantly associated with recalled grades from high school or with actual performance in university psychology courses. Self-esteem was, however, associated with predicted performance prior to taking an exam, satisfaction with performance after the exam, and self-ratings associated with academic success (e.g., intelligence). These results suggest that although “positive illusions” about one’s own abilities might lead to greater personal satisfaction, they do not necessarily translate into improved performance.

#### C59

**EXPLORING THE IMPLICIT AND EXPLICIT STRUCTURE OF A FAT STEREOTYPE.** *Judith Perry<sup>1,2</sup>, David Silveira<sup>2</sup>; <sup>1</sup>Northern Kentucky University, <sup>2</sup>University of Tromsø, Norway* – Recent research has suggested that many stereotypes might be subdivided into competence and warmth dimensions. The competence dimension contains characteristics such as independent, self-assured and smart, whereas the warmth dimension includes characteristics such as good-natured, sincere and friendly. Research related to stereotypes of overweight people, however, has traditionally emphasized a unidimensional negative view of overweight people, focusing on implicit and explicit negative attitudes and stereotypes toward overweight individuals. For example, overweight people are characterized as more slovenly, idle, and pleasure-seeking but less attractive, intelligent, and self-disciplined than normal-weight individuals. The present work includes two studies examining the content of stereotypes toward overweight people in the context of the two-dimensional stereotype model. In the first study, participants viewed drawings of different sized women (thin, normal and overweight) and rated this woman on a series of trait adjectives. Results using this explicit rating paradigm supported a two-dimensional model of stereotype content – drawings of overweight women were viewed as low in competence but high in warmth. In the second study, participants completed a series of trials on a computer. In each trial, participants were presented with a randomly selected drawing of a woman (thin, normal, or overweight) fol-

lowed by a trait adjective that participants were asked to classify as either positive or negative. This study indicated that implicit stereotypes of overweight people are unidimensional, as drawings of overweight women facilitated reaction times to negative words related to both warmth and competence.

#### C60

**THE MINI-MARKERS OF EVIL: USING ADJECTIVES TO MEASURE THE DARK TRIAD** *Peter Harms, Brent Roberts, Nathan Kunce; UIUC* – The Dark Triad of personality traits proposed Paulhus and Williams (2003) consists of the three traits of Narcissism, Machiavalianism, and Psychopathy. Tests of each of these constructs currently rely on relatively long personality inventories. In order to make assessments of Narcissism, Machiavellianism, and Psychopathy more easily administered in short time frames, we developed the Mini-Markers of Evil scales. Subject matter experts were used to evaluate the content of the items in standard scales used for measuring Narcissism (Emmons, 1984), Machiavellianism (Christie & Geis, 1970), and Psychopathy (Hare, 1985) and assign an adjective that best reflected each item, resulting in a list of 85 unique adjectival markers of the three constructs. One hundred and twenty students taking introductory psychology rated themselves on these 85 adjectives in addition to 53 items assessing the Big Five personality traits (Goldberg, 1992), as well as the original Narcissism, Machiavalianism, and Psychopathy scales. The highest loading adjectives with each standard subclinical scale were used to create adjective-based scales for each Dark Triad construct. The alpha reliabilities for the new 16-item scales for Machiavellianism, Psychopathy, and Narcissism were .87, .84, and .90 respectively. Correlations with the corresponding original scales for Machiavellianism, Psychopathy, and Narcissism were .70, .73, and .86 respectively. Patterns of correlations with the Big Five were consistent with the patterns found with the longer versions of the scales. Additionally, the new scales demonstrated better or equal discrimination between constructs than standard measures. The resulting scales are reliable and valid short measures of the Dark Triad.

#### C61

**EFFECTS OF CAUSAL UNCERTAINTY AND JUDGMENT OBJECTIVES ON STEREOTYPING** *Jill Jacobson, Nisanne Tadman; Queen's University, Kingston, Ontario* – Causal uncertainty (i.e., uncertainty about one’s understanding of causal relationships in the social world) has been associated with effortful processing of social information (Weary & Edwards, 1996). Recently, Weary, Jacobson, Edwards, and Tobin (2001) found that causal uncertainty also moderates social judgment outcomes. Specifically, in their studies, low causally uncertain individuals’ ratings of a target were more negative when stereotype information was presented, but high causally uncertain people’s ratings in the stereotype and no stereotype conditions did not differ. Bodenhausen and Lichtenstein (1987) have demonstrated that social judgment complexity can influence stereotyping as well. That is, people use stereotype information to a greater extent when they expect to make more complex guilt judgments rather than less complex trait judgments. While causal uncertainty reduced stereotype usage on guilt judgments in Weary et al., the current study also examined its effects on trait judgments. Participants were given either a trait or guilt judgment objective, and then they either received or did not receive stereotype information about a student accused of cheating. Afterwards, all participants judged both the guilt and honesty of the accused student. In the guilt judgment objective condition, the results of Weary et al. were replicated for both guilt and honesty ratings. In the trait judgment objective condition, however, neither high nor low causally uncertain people’s ratings of the guilt or honesty of the target were influenced by the stereotype information. Implications of the results for our understanding of causal uncertainty’s effects on stereotyping and attributions are discussed.

**C62****REMEMBERING LOVE AND FORGETTING WORRIES: PREVENTING RUMINATION ABOUT SELF-THREAT** *Reeshma*

*Haji, Ian McGregor; York University* – University students (N = 122) who were in a romantic relationship and in love with their current partner participated in an investigation of the effects of love priming on rumination about a self-threat. In the threat condition, participants attempted (and failed) to complete a complicated statistics exercise; in the control condition, participants successfully completed a simple statistics exercise. The love awareness manipulation involved writing a description of one's own love experience (affirmation) or a friend's love experience (control). Accessibility of statistics and positive affect were measured with a lexical decision task. Among participants who were in high quality relationships and in the threat condition, those who were affirmed with their own love had both a higher accessibility of statistics and positive affect than did those who were not affirmed. Although these participants were thinking about the threatening difficult statistics exercise, they were concurrently having positive thoughts. Importantly, a measure of the subjective salience of the statistics exercise assessed 15 minutes later indicated that there was an inverse relation between initial accessibility and subsequent rumination about the threat. Whereas non-love-affirmed participants who initially suppressed accessibility of the threat reported a later rebound in the subjective salience of threatening thoughts, love-affirmed participants who refrained from initial suppression reported low subjective salience of threatening thoughts over the longer term. For people in high quality relationships, thinking about their loving relationships seems to prevent suppression of threatening thoughts, thereby precluding the rebound hyperaccessibility that causes rumination.

**C63****AVOIDANCE MOTIVATION AND HEALTH OPTIMISM: ROLES OF DEFENSIVENESS AND ACTION** *Amber Story<sup>1</sup>, Tony Ahrens<sup>2</sup>, Shannon Coe<sup>3</sup>*

*<sup>1</sup>National Science Foundation, <sup>2</sup>American University, <sup>3</sup>University of Maryland* – As reported in Story and Ahrens (2003), avoidance motivation has been found to be related to optimistic perceptions of future health outcomes and to interest in doing more to reduce health risks. In two separate samples, these relationships were replicated. Approach motivation, on the other hand, was unrelated to health optimism and to interest in doing more to reduce the perceived risk. Furthermore, avoidance motivation was related to health optimism measured in two different ways: by participants' rated risk compared to the average student and by the difference in participants' perceived likelihood of experiencing negative health outcomes and their perceived likelihood of the average student experiencing those negative outcomes. Thus, the relationship between avoidance motivation and health optimism appears to be robust. Additionally, the relationship between avoidance motivation and health optimism is not explained by increased defensiveness or repression on the part of those high in avoidance motivation. There is some evidence that the relationship between avoidance motivation and health optimism is mediated by increased frequency of health-promoting behaviors. Thus it appears that the relatively optimistic health risk perceptions of those high in avoidance motivation may at least partially arise from the appropriate acknowledgement that they are actively doing more to reduce those risks.

**C64****THE EFFECTS OF EMOTION-FOCUSED VERSUS INSTRUMENTAL RUMINATION ON THE PROVISION OF SOCIAL SUPPORT TO BURGLARY VICTIMS** *Katrina Steers-Wentzell*

*University of Pittsburgh* – Victims of negative events often report that they do not receive expected and desired social support (e.g., Dunkel-Schetter, 1984). The current study investigated the impact of two types of victim rumination and gender role expectations on support provision and receipt. Using a 2 (Instrumental vs. Emotion-Focused Rumination) x 2 (Victim Gender) x 2 (Participant Gender) between-subjects factorial

design, 136 undergraduate students interacted with one of four "burglary victims" for eight minutes, providing both behavioral and questionnaire data. Results suggest that instrumental ruminators receive more support than emotion-focused ruminators. Women provided more support to victims than did men. Additionally, male victims' coping was evaluated more positively than female victims' coping, regardless of rumination type. Results are interpreted using a framework of gender-role expectancies.

**C65****PREDICTORS OF INTRAINDIVIDUAL CHANGE IN SUBJECTIVE WELL-BEING AND PERSONALITY** *Christie Napa Scollon, Ed Diener*

*University of Illinois, Urbana-Champaign* – The present study examined predictors of intraindividual change in well-being and personality over a 9-year period. Data were from the Australian Quality of Life Panel Study (Headey & Wearing, 1989; 1992). One thousand one hundred thirty participants (aged 16-70, M = 37.2, SD = 13.3) completed measures of subjective well-being (SWB), personality, and life events every two years beginning in 1981. Three hundred seventy-five participants provided complete data. Growth curve modeling was used to estimate within-person changes in SWB, extraversion, and neuroticism over time. Three major findings emerged. First, changes in life satisfaction (LS) were moderated by personality. Overall, LS decreased slightly over time for the whole sample, but this decrease was attenuated for extraverts and accelerated for neurotics (cf., Turk Charles, Reynolds, & Gatz, 2001). Second, changes in LS correlated with changes in expected life domains, but were uncorrelated with irrelevant life domains, suggesting that changes in LS cannot be entirely due to general increases in positivity. The strongest predictors of growth in LS were growth in marital satisfaction and meaning in life. These effects remained even after controlling for general increases in positivity. Third, changes in extraversion and neuroticism could not be explained by increases in positivity. Instead, growth in extraversion and declines in neuroticism were associated with increased work satisfaction, meaning in life (consistent with Roberts & Chapman, 2000), and fitness/exercise. Additionally, both objective and subjective negative life events predicted small but significant attenuation in decline in neuroticism over time. Life events did not predict changes in extraversion.

**C66****THE ROLE OF ATTACHMENT INSECURITY IN REDUCED SLEEP QUALITY.** *Cheryl L. Carmichael, Harry T. Reis; University of Rochester*

Attachment insecurity can be conceptualized as a means of emotional self-regulation by which internal working models guide our expectations about the availability of others. These models, operating below the surface of consciousness, have implications for many personal and relationship well-being outcomes. In this study it was predicted that relationship concerns would surface to consciousness at bedtime, and prevent one from sleeping well at night. Using structural equation modeling (SEM) it was established that among a sample of seventy-eight married couples, one's own attachment anxiety is associated with higher levels of one's own sleeping difficulties (as measured by the Pittsburgh Sleep Quality Index; PSQI) for both husbands ( $\beta = .23, p < .05$ ) and wives ( $\beta = .36, p < .01$ ), while attachment avoidance is not associated with sleep disruption for either sex. Depressed affect was included in the structural model, and the reported effect of attachment anxiety is controlling for the associations between sleeping difficulties and depressed affect, and attachment insecurity (anxiety and avoidance) and depressed affect. The model fit the data very well,  $\chi^2 (12, N=78) = 8.52, p = .74; CFI = 1.00, TLI = 1.06, RMSEA = .00$ . Additional models were tested and revealed no sex difference in the magnitude of the effect of attachment anxiety on sleep quality, nor any cross partner effects of attachment insecurity on sleep quality or depression. This research is important because reduced sleep quality is associated with many negative health outcomes, but the antecedents to poor sleep remain largely unexplored.



C67

**UNINTENDED DISCRIMINATION THROUGH CATEGORY ACTIVATION IN A MOCK JOB INTERVIEW**

*Jennifer Steele*<sup>1,2</sup>, *Nalini Ambady*<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of Waterloo – We examined whether an identically qualified Asian-American woman would be evaluated differently for a computer technician job depending on the relative salience of her multiple identities. Forty-three non-Asian male participants interviewed an Asian-American female confederate after being subtly reminded of her gender (negatively stereotyped), her race (positively stereotyped), or both identities equally (control condition), and subsequently evaluated her suitability for the job. Consistent with societal stereotypes, participants reminded of her Asian identity were more willing to hire her and recommended giving her higher pay (over \$1 more per hour on a \$7 to \$12 scale) than participants reminded of her female identity. This was despite the fact that the participants themselves perceived no differences in her abilities across conditions. These results extend previous work on person perception by demonstrating the critical, yet often unintended, way that stereotypes can lead to discrimination or preferential treatment towards an otherwise identical job applicant.

C68

**THE COSTS AND BENEFITS OF PRACTICAL AND EMOTIONAL SUPPORT ON ADJUSTMENT: A DAILY DIARY STUDY OF COUPLES EXPERIENCING ACUTE STRESS**

*Craig Herman*<sup>1</sup>, *Patrick Shrout*<sup>2</sup>, *Niall Bolger*<sup>2</sup>; <sup>1</sup>University of Rochester, <sup>2</sup>New York University – Emotional support from intimate partners has been shown to have both costs and benefits for daily anxious and depressed moods (Bolger, Zuckerman, & Kessler, 2000). The current research examines whether similar costs and benefits are found for practical support, and when fatigue, vigor and anger are outcomes. Results are based on daily diary reports from 68 recent law school graduates and their intimate partners during the month before the New York state bar examination. As hypothesized, partners' reports of practical support provision to the examinee were associated with decreased examinee fatigue and increased examinee vigor. In contrast, examinees' reports of emotional support receipt were associated with increases in anger. Results highlight the distinction between emotional and practical support and are consistent with findings on the costs and benefits of emotional support on anxious and depressed mood, reinforcing the idea suggesting that invisible support leads to the best outcomes.

C69

**UNDERMINING SELF-REGULATION ABILITY AS A MEANS OF REDUCING RESISTANCE TO PERSUASION**

*Anthony Hermann*<sup>1</sup>, *S. Christian Wheeler*<sup>2</sup>, *Pablo Briñol*<sup>3</sup>; <sup>1</sup>Willamette University, <sup>2</sup>Stanford University, <sup>3</sup>Universidad Autónoma de Madrid – Prior research has indicated that self-regulation ability is a finite resource that can be temporarily depleted with use. This research examines whether depletion of self-regulatory resources can undermine individuals' ability to resist counterattitudinal messages. Because countering persuasive messages requires active control processes such as flexibly retrieving, generating, and applying contradictory information, engaging in self-regulatory tasks should impair the ability of individuals to subsequently resist counterattitudinal appeals. This should occur primarily in those conditions under which counterargument would normally occur, namely when the arguments fail to provide compelling support for the advocated position. Participants engaged in an initial task designed to deplete or not deplete their regulatory resources (the "crossing-out-the-e task"). Following the depletion manipulation, participants read a message in favor of a counterattitudinal policy. Within the message, argument quality was manipulated such that some participants read strong and compelling arguments and other participants read weak and specious arguments. Results indicated that prior use of self-regulatory ability reduced subsequent resistance to the counterattitudinal message and that this decreased resistance occurred primarily when the message arguments

were specious. Additional analyses indicated that these findings were not due to deliberate effort withdrawal or fatigue. Instead, counterargument appears to be another type of self-regulation that can be undermined when self-regulatory resources have previously been diminished.

C70

**WHAT FRIENDS ARE FOR! THE USE OF ROUTINE STANDARDS IN SOCIAL COMPARISON**

*Katja Rüter*, *Thomas Mussweiler*; *University of Würzburg, Germany* – In order to get to know themselves, people frequently engage in social comparisons. We suggest that comparisons are so frequent that judges have to be highly efficient in each step of the process. One possibility to increase efficiency is to develop routines such as repeatedly selecting the same persons as comparison standards. We call such standards routine standards. Three studies demonstrate the use of the best friend as a routine standard in comparative self-evaluation (Study 1 and 2) as well as the resulting efficiency advantages (Study 3). In Study 1 and 2 we used a lexical decision task to assess standard accessibility. Comparing with a specific standard should render this standard more accessible. The response latencies in Study 1 indicate the use of the best friend as a standard in self-evaluation, but not in the evaluation of another person (Mussweiler & Rüter, in press, JPSP). Study 2 shows the exclusiveness of higher accessibility after relative self-evaluations in contrast to absolute ones. Only if comparison processes were likely, the best friend was rendered accessible. Finally, Study 3 reveals the efficiency of the use of the routine standard. Participants were faster in comparing themselves with their best friend than with another friend. Taken together these studies demonstrate the use and the advantage of routine standards in social comparison. People seem to rely on comparisons with routine standards, like their best friends, to evaluate themselves without wasting scarce cognitive resources.

C71

**EFFORTFUL COMPARISON STANDARD CONSTRUCTION AND ITS EFFECT ON TARGET EVALUATION**

*Alison Luby*, *Stephanie Tobin*, *Gifford Weary*; *The Ohio State University* – Research has shown that perceivers automatically contrast from comparison standards their categorizations of another's performance outcome; when able, they correct their categorizations and dispositional inferences (Weary, Tobin, & Reich, 2000). The current study examines whether construction of the comparison standard also is moderated by the availability of perceivers' cognitive resources. Participants watched a video of a child performing an ability task and then judged his performance outcome and intellectual level. Prior to viewing the performance, participants viewed several scoring sheets depicting other children's performances. All exemplar performances were moderate with the exception of the next to last one; this one depicted either an extremely good or bad performance. To manipulate the attentional resources available for comparison standard (CS) construction and/or correction of dispositional inferences, participants cognitively rehearsed an eight-digit number while they examined the scoring sheets and/or made judgments about the target. Because participants who are under CS load should be unable to update their standards, they should use only the last (moderate) scoring sheet presented. Target judgments, then, should show no effect of the extreme exemplar. However, participants not under CS load should be able to update on-line their comparison standards. This should result in the formation of a positive or negative standard and contrastive target judgments when participants are under load at the time of judgment. When not under inferential load, corrections for the initial contrastive effects of the contextual information on target judgments were expected. The results were entirely consistent with predictions. They suggest that construction of a comparison standard may require attentional resources.

**C72****THE PROSOCIAL PERSONALITY: PERSONALITY AND SITUATIONAL DETERMINANTS OF HELPING BEHAVIOR**

*Meara M. Habashi, William G. Graziano; Purdue University* – This study examined the situational and personality determinants of a “helper.” Past research has shown a link between empathy and helping behavior (Batson, 1991). Graziano and Eisenberg (1997) suggested a theoretical link between dispositional agreeableness and the situated emotion of empathy. The present research examined and extended these two viewpoints using Batson’s (1991) Katie Banks paradigm. Participants were 48 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. Discriminant function analysis was used to attempt to distinguish between “helpers” and “non-helpers.” The two groups were found to be distinct in a few ways. Agreeableness and group condition were the two strongest predictors of whether a person would volunteer help. More specifically, as Agreeableness scores increase more people help, and in-group victims were helped by more people than out-group victims.

**C73****THE IDIOT EFFECT**

*G. Daniel Lassiter<sup>1</sup>, Jason K. Clark<sup>2</sup>, Patrick J. Munhall<sup>3</sup>, Justin T. Bailey<sup>1</sup>, Paul E. Weiland<sup>4</sup>; <sup>1</sup>Ohio University, <sup>2</sup>Purdue University, <sup>3</sup>University of South Carolina, Spartanburg, <sup>4</sup>University of Toledo* – When people unambiguously outperform another person, they subsequently rate that person’s ability higher than do uninvolved observers. Alicke et al. (1997) argue that this “genius effect” is motivational in nature in that “aggrandizing an inferior performer advances an already favorable image.” An alternative, nonmotivational explanation (Lassiter & Munhall, 2001) contends that people spontaneously use the self as a point of reference in evaluating a defeated other. That is, when people a priori view themselves highly on some performance dimension, this positive self-assessment prevents them from concluding that the person they outperformed is uniquely unskilled at the particular task. What happens, however, when people believe a priori that their own level of a particular skill is abysmal? In such cases, Lassiter and Munhall (2001) predicted an “idiot effect,” whereby people rate a person they unambiguously outperform as more inept on the performance dimension than do uninvolved observers. This possibility was examined by having participants compete against a confederate on a test purportedly assessing computer programming ability (pretesting showed that participants’ self-views of their programming ability was quite low). The test was designed so that both participants and the confederate would score rather poorly, although participants would always clearly do better than the confederate. As predicted, participants subsequently rated the confederate whom they defeated significantly more negatively (in terms of programming ability) than did uninvolved observers. Importantly, participants and observers did not differ in their ratings of the participants’ ability. Other findings further supported a nonmotivational interpretation of the main results.

**C74****MAD, MEAN, AND MISTAKEN: THE EFFECTS OF ANGER ON PERCEPTIONS AND FIRST OFFERS IN NEGOTIATIONS**

*Roxana Gonzalez, Jennifer Lerner, Don Moore; Carnegie Mellon University* – Two studies examined the difficulty of trying to ignore anger evoked in a previous situation when negotiating in a new situation. After participants received either egregiously negative (anger condition) or neutral (control condition) feedback on their personal essays about abortion, participants prepared to negotiate with the person whom they believed had critiqued their essay (Study 1). Anger caused by the harsh criticism significantly

increased participants’: (a) mistakes identifying their own interests on the issues, (b) tendency to make demanding initial offers, and (c) motivations to “beat” the opposing party. In order to distinguish the effects of anger from personal attributions regarding the other party, participants in Study 2 were told they would be negotiating with a new person. Study 2 replicated Study 1’s results. Specifically, angry participants made significantly higher errors in understanding their own interests. Participants were so caught up in their anger and desire to beat the other side that they lost track of what they wanted in the first place – to negotiate a deal that benefited themselves. It is important to note that these effects held regardless of whether the negotiating opponent was or was not the one who gave the egregiously negative evaluation of the participants’ essay. In sum, at the same time as the angry negotiators were more willing to seek their own benefit at the expense of the opponent, their anger led them to make more errors identifying their own interests.

**C75****RESTORING EQUITY IN CLOSE RELATIONSHIPS**

*Masumi Iida, Niall Bolger, Pat Shrout; New York University* – This study examined the daily provision and receipt of social support among couples from the perspective of equity theory. Recent research suggests that, consistent with equity theory, the negative effects of received support from one’s partner are reversed when recipients have the opportunity to restore equity by providing support to their partner (Gleason, Iida, Bolger, & Shrout, 2003). We extended these findings by using a daily diary design to test the hypothesis that received support from one’s partner on a given day would predict the provision of support to one’s partner on the following day. Both members of 82 heterosexual couples completed daily diaries for 28 consecutive days. Consistent with the equity theory prediction, the receipt of emotional support from one’s partner increased the likelihood of providing emotional support to one’s partner on the following day. Likewise, the receipt of practical support from one’s partner increased the likelihood of providing practical support to one’s partner on the following day. Furthermore, these effects were moderated by relationship closeness, such that the effects of receiving support from the partner on subsequent provision of support to the partner were more likely among couples with closer relationships. These findings highlight the utility of equity theory as a general framework for the study of social support processes, enhance our understanding of how equity is maintained in close relationships on a daily basis, and suggest that relationship closeness plays an important role for the provision and receipt of social support among couples.

**C76****WHAT DO YOU MEAN I’M HETEROSEXIST?! THE ROLE OF FEEDBACK AND PSYCHOLOGICAL DISTRESS IN CHANGING HETEROSEXIST BELIEFS**

*Maureen Zalewski, Kristin Sokol, Janet Swim, Leah Warner, Ryan Acton, Vincent Grande, Stephanie Rodrigues, Victoria Rodriguez; Pennsylvania State University* – At times, people may be confronted with feedback that indicates that they have expressed beliefs that are counter to their own attitudes. For instance, people may inadvertently say something that may be identified by someone else as heterosexist. When this happens they may feel distress about their own inconsistency. Cognitive dissonance theory would hypothesize that people would relieve this distress by changing their attitudes to match the beliefs they had just stated. On the other hand people may feel disturbed about appearing prejudiced, either to themselves or to others, and may then alter their beliefs to be sure that they do not give prejudicial responses. Participants completed a pre and post measures to assess their heterosexist beliefs. Between these measures, a fabricated scale with feedback told the participant they were either heterosexist or nonheterosexist (regardless of their attitudes as expressed on the first measure). An additional control group received no feedback. Results indicated that psychological distress, or negative affect, only increased for individuals after receiving heterosexist feedback, independent of whether their initial survey indi-

cated that they were prejudiced. Consistent with research on the role of personal guilt in changing prejudiced attitudes, the results also indicated that individual's receiving the heterosexist feedback decreased their heterosexist attitudes in the third scale and their negative affect returned to baseline after the third survey. A mediation model was proposed to explain how this negative affect was decreased in accordance with the decreased heterosexist attitudes on the third scale.

**C77****"SAY YOU'RE SORRY!" REACTIONS TO SPONTANEOUS AND COERCED APOLOGIES**

*Jane Risen, Thomas Gilovich; Cornell University* – Social interactions are riddled with apologies and have led psychologists to theorize about the purposes of apologies as well as the elements that define an apology. Although most definitions include the element of sincerity, daily interaction suggests that many apologies originate from something other than genuine concern. Do people distinguish between apologies that are sincere and those that are insincere? The present study addresses this question in a real-life situation. Due to the different situational factors influencing targets of an apology and observers of an apology, it was hypothesized that although observers will differentiate sincere and insincere apologies, targets will not. To test this hypothesis, participants either received or observed a spontaneous apology, a coerced apology, or no apology at all (following an offense committed by a confederate in a communication task). Three measures of response to the apology were then compared: an impression of the harm-doer, the punishment of the harm-doer, and the affective state of the participant. As hypothesized, the results suggest that although observers differentiate between spontaneous and coerced apologies, targets do not. Observers liked the harm-doer less, punished him more, and were in a worse mood following a coerced rather than a spontaneous apology. On the other hand, targets responded similarly across measures for the two types of apologies. Possible explanations for the target-observer difference, as well as implications for social interaction are discussed.

**C78****MORAL CREDENTIALING BY ASSOCIATION: CHOSEN RELATIONSHIPS AND THE EXPRESSION OF PREJUDICE**

*Daniel Brickman, Jennifer Knight, Eden King, Michelle Hebl; Rice University* – Despite strong social norms to appear non-prejudiced, there is some evidence that individuals will reveal negative attitudes toward women and African American individuals if they are first given the opportunity to prove that they are not prejudiced (Monin & Miller, 2001). The current research extends this work by investigating whether "credentials" can also be established through personal relationships with minority individuals. We further predict that the mechanism by which credentials are established involves a volitional choice to initially respond without prejudice. In the first study, White participants were either assigned to write about a positive experience with a Black person, allowed to choose to write about a positive or negative experience with a Black person, or not given a writing assignment. They then provided responses to an ambiguously racist scenario. Results indicated that participants who chose to write about a positive experience responded with significantly more prejudice after reading the scenario, thus demonstrating credentialing by association when given an explicit choice to respond without prejudice. In the second study, we examine the generalizability of the initial results by modifying the writing assignment and ambiguous scenario to involve the credentialing of Whites by association with Hispanics. We also broadened the measurement of the dependent variable to include the affective, cognitive, and behavioral components of racism. Overall, the results of the current investigation support the conclusion that people can establish credentials by association. Furthermore, the results demonstrate that these credentials are established through the mechanism of a volitional choice by the participant.

**C79****COGNITIVE PROCESS UNDERLYING POSITIVE ROLE MODELS' INFLUENCE ON WOMEN'S IMPLICIT SELF-CONCEPTIONS**

*Shaki Asgari, Nilanjana Dasgupta; University of Massachusetts, Amherst* – One study examined the cognitive process underlying positive role models' influence on women's implicit self-conceptions. We hypothesized first that exposure to positive role models in leadership positions would motivate participants to recall ambition-related memories from their own past that reflected their similarity to the role models, which in turn would enable them to perceive the role models' success as attainable for themselves. Second, we predicted that the more ambition-related memories participants recalled and the more attainable they viewed the role models' success the more likely they would be to express implicit beliefs about themselves as leaders. The results provided support for the first hypothesis by showing that exposure to positive role models (both women and men) in leadership positions activated more ambitious memories in participants than exposure to women in supportive roles. Moreover, a comparison of the women leader condition versus the women supporter condition showed that for participants exposed to women leaders, the more ambitious memories they recalled, the more they perceived the women leaders' success to be personally attainable. However, the recall of ambitious memories and perceived attainability of the role models' success did not moderate participants' implicit beliefs about themselves.

**C80****PERSONALITY PREDICTS RATE OF CHANGE IN LIFE SATISFACTION OVER A 20-YEAR LONGITUDINAL PERIOD**

*Dan Mroczek<sup>1</sup>, Avron Spiro<sup>2,3</sup>; <sup>1</sup>Fordham University, <sup>2</sup>Boston VA Health System, <sup>3</sup>Boston Univ. School of Public Health* – Certain aspects of psychological well-being, in particular negative affect, are known to change for the better as we age. Does another important aspect of well-being, life satisfaction, also improve with age? To address this question, we used 20 years of longitudinal data to estimate individual trajectories of life satisfaction using growth-curve modeling. We also used personality traits assessed prior to baseline to predict rate of change in life satisfaction. Data were from 1,913 participants in the Normative Aging Study (NAS), an investigation of aging veterans at the Boston VA System. At baseline the age range was 30 to 90. We used up to 9 administrations of a short version of Neugarten's life satisfaction measure from 1975 to 1995. The median number of measurements was 5, and the growth-curve models utilized 8,997 measurement occasions. Results showed that the slope of the overall life satisfaction trajectory was significant and positive, indicating life satisfaction increased with age. The models also indicated significant variability in slopes, meaning that many individuals varied from the overall trajectory. To account for some of this variability, we employed extraversion and neuroticism (assessed at 1975 baseline) to predict trajectories. Higher extraversion predicted to greater increases in life satisfaction over 20 years and higher neuroticism predicted to slower increases. Results are consistent with recent literature showing other aspects of well-being increasing with age. Findings also point to the important role of personality traits in predicting rate of change in life satisfaction.

**C81****STEREOTYPING OF POWERHOLDERS: THE CONSEQUENCES OF PERCEPTIONS OF COMPETENCE AND WARMTH**

*Nathanael Fast<sup>1</sup>, Robert V. Levine<sup>1</sup>, Dara Halpern<sup>2</sup>; <sup>1</sup>California State University, Fresno, <sup>2</sup>University of Arizona* – There is ample evidence that stereotypes of powerholders can have important consequences, both for the powerholders and targets of their actions (e.g., Fiske, Xu, Cuddy, & Glick, 1999). Research also suggests that individuals may be judged positively or negatively based on their ascribed roles (e.g., Gerber, 1988). This study expanded on recent findings, using questionnaires to analyze stereotypes of multiple professions that require the use of social power. The stereotyping of powerholders and its effects on those involved is an important

issue to investigate, particularly in light of literature indicating that (1) stereotypes are often self-fulfilling in nature (e.g., Snyder, Tanke, & Berscheid, 1977) and (2) powerholders' leadership styles affect both subordinate job satisfaction (Packard & Kauppi, 1999) and job performance (Bhal, Bharule, & Gautam, 2003). The current study measured perceived competence (abilities and characteristics associated with professional success) and warmth (abilities and characteristics associated with the development of positive, caring relationships) of individuals representing eleven categories of power-related professions. Participants consisted of undergraduate psychology students from two universities. Results revealed a tendency to stereotype individuals as being high or low in competence and high or low in relational warmth based, in part, on the individuals' professional roles (e.g., business executive, car salesperson, college professor). These findings have important implications for individuals and organizations alike. People may be unknowingly participating in the shaping of powerholders' behaviors, which in turn, positively or negatively impact those who work and/or interact with them. Additional implications and directions for future research are discussed.

**C82****ORGANIZATION OF SELF-KNOWLEDGE AND SELF-ESTEEM****STABILITY** *Virgil Zeigler-Hill, Carolin J. Showers; University of*

*Oklahoma* – According to the basic model of evaluative organization, knowledge structures representing the self can be either compartmentalized or integrative. Compartmentalization occurs when self-aspects primarily contain beliefs of the same valence. Integration occurs when self-aspects contain both positive and negative beliefs. The present research examines the association between self-organization and stability. Previous research (e.g., Showers, 1992) has shown that compartmentalized individuals report extreme emotional states (i.e., less stability). When their positive self-aspects are important, compartmentalized individuals report very high levels of self-esteem and positive mood; however, they report very low self-esteem and negative mood when events activate their negative self-aspects. In contrast to the compartmentalized individuals, integrative individuals experience moderate emotional states (e.g., moderate self-esteem and neutral mood) regardless of which self-aspects are activated. The current study examined whether the moderate self-esteem of integrative individuals would exhibit greater temporal stability and less reactivity to daily stress than the self-esteem of compartmentalized individuals. Participants (N = 110) provided measures of self-esteem and stress twice a day for two weeks. As predicted, high stable self-esteem was significantly related to evaluative integration,  $b = .20$ ,  $p < .05$ . Further, the results of multilevel random coefficient models supported the hypothesis that self-esteem was less reactive to daily stress for integrative individuals. Together these results suggest that even though compartmentalized individuals may experience higher levels of self-esteem when their positive self-aspects are salient, these extremely positive self-evaluations may be fragile.

**C83****MOOD AND COOPERATION IN A PUBLIC GOODS DILEMMA***Craig Parks<sup>1</sup>, Blythe Duell<sup>1</sup>, Larry Sanna<sup>2</sup>; <sup>1</sup>Washington State University,**<sup>2</sup>University of North Carolina* – A social dilemma is a situation where the

individually rational decision conflicts with the collectively rational decision. Public goods (e.g. public television) are a type of social dilemma. The purpose of the current study was to see how mood would effect contributions to a public good. The main prediction was that negative mood might actually increase the size of contributions in order for those participants to elevate their negative moods. After being exposed to positive, negative or neutral movie clips, participants played a 10-trial public goods game. In the game, participants were able to choose between 0-10 points to give to a collective enterprise over 10 trials. Points placed in the collective account were divided among the participants. These points were worth one dollar, while points not placed in the collective account were worth 50 cents. Participants' mood was measured before the mood

manipulation and after the game. DVs included frequency of cooperation (number of trials where participants gave at least one point to the collective account), and amount of cooperation (number of points given). The negative clips produced less frequent, but more generous, cooperation than the positive clips. Depending on the goal, both positive and negative mood states may be beneficial for soliciting cooperation. If the goal is small donations from many donors, a positive mood state is probably best, but if the goal is large contributions from a small number of donors, a negative mood state may be most successful in eliciting cooperation.

**C84****"I'M NOT A GEEK!": HOW THE SOCIOCULTURAL REPRESENTATIONS OF COMPUTER SCIENCE AFFECT WOMEN***Sapna Cheryan<sup>1</sup>, Victoria Plaut<sup>2</sup>, Claude Steele<sup>1</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Holy Cross* – The way particular majors are depicted in society

transmits ideas about who belongs and who does not belong in those fields. These sociocultural representations can influence students' choice of major, and thus help explain the underrepresentation of various groups in many majors. The present research examines how women's desire to participate in computer science is shaped by how the field is represented. In Study 1, participants rated various majors in terms of within-major similarity, revealing that computer science has a homogeneous representation relative to other majors, and this homogeneity negatively correlates with the number of women in the field. In Study 2, we coded participants' descriptions of computer science majors and found the dominant representation of computer science majors to be "geeks" – socially awkward and singularly obsessed with computers. In Study 3, we manipulated cues in the room (to reflect either a geeky or neutral theme) and found that women reported considering computer science as a major to a lesser degree when in a "geeky" room, whereas men's desire to major in computer science was not affected. Therefore, one potential strategy to increasing the participation of women in computer science is to "de-geek" computer science, or diversify the sociocultural representations of the field by drawing attention away from the "geek" and towards other more inclusive and varied representations.

**C85****BEING WHAT YOU SAY: THE EFFECT OF LINGUISTIC LABELS ON PREFERENCES***Gregory Walton<sup>1</sup>, Mahzarin Banaji<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>Harvard University* – Three experiments tested the idea that

people infer the nature of their attitudes and those of others in part from the linguistic form in which those attitudes are described. In Experiment 1 participants evaluated the preferences of others that had been described using abstract noun labels (e.g., "Susan is a chocolate-eater") as stronger, more stable over time, and more resilient against the influence of friends than preferences that had been described using descriptive action verbs (e.g., "Susan eats chocolate a lot"). Experiments 2 and 3 revealed the analogous effect for self-perception: participants were induced to describe their own preferences with either noun labels (e.g., "I am a chocolate-eater") or descriptive action verbs (e.g., "I eat chocolate a lot"), and they subsequently evaluated those preferences that they had described with nouns as stronger, more stable, and more resilient than preferences that they had described with verbs. These results indicate that the very manner in which we describe our attitudes can affect our assessment of them. More generally, these results show that attitudes are plastic constructions shaped by subtle and pervasive cognitive and social input from the environment.

**C86****IMPLICIT INTERGROUP BIAS: THE CONTRIBUTIONS OF INGROUP LIKING AND OUTGROUP DISLIKING***Kristin A. Lane, Mahzarin R. Banaji; Harvard University* – To what extent does implicit

bias reflect positivity toward one's ingroups versus negativity toward one's outgroups? While some theories suggest that prejudice reflects a general tendency to evaluate outgroups negatively, others argue that intergroup bias is rooted in ingroup liking rather than outgroup deroga-

tion. To date, our research has focused on relative liking between different groups, leaving this question primarily unanswered. Participants completed measures of their absolute implicit positivity and negativity toward a series of ingroups and outgroups (such as their university (Harvard) and ethnic group (White), and other ethnic groups (Hispanic). Two primary findings emerged. Participants exhibited strongly positive attitudes toward ingroups and either neutral or slightly negative attitudes toward outgroups. This finding would support theories of prejudice that suggest intergroup bias is rooted primarily in liking for the ingroup rather than hostility toward the outgroup. However, the data also indicated that greater ingroup positivity was related to greater outgroup negativity. Intergroup bias, at least at the implicit level, stems from both strong ingroup liking and outgroup derogation.

#### C87

**POSITIVE AND NEGATIVE PROCRASTINATION** *Sheli Sillito, Bryan Bonner; University of Utah* – The purpose of this study was to evaluate both the cognitive structure and behavior associated with traditional (negative) procrastination (in which people delay performing some task they believe should be done soon or immediately) and constructive (positive) procrastination (in which people find themselves busy on alternative useful activities when trying to avoid certain particularly unpleasant tasks). Participants (N=160) completed a comprehensive paired-comparison multi-dimensional scaling battery using 15 different types of tasks typically seen as undesirable with three property vectors measuring perceptions of how boring, difficult, and unpleasant each task was seen as being. Stimuli included work-related tasks (e.g., clerical work), academic tasks (e.g., homework), social tasks (e.g., delivering bad news), and household tasks (e.g., yard work). Participants also completed a questionnaire assessing demographic characteristics, which tasks they tended to procrastinate on, which tasks they performed while procrastinating on other tasks, and an open-ended question asking them to comment on their procrastination-related behavior in general (both positive and negative). Results indicate that tasks are meaningfully arrayed in 3 dimensions corresponding to unpleasantness (D1), cerebrality (D2), and tediousness (D3). Results further show that participants' evaluations of how boring, difficult, and unpleasant task types are in an abstract context consistently predict their reported personal behavior with regard to the task types. Finally, results indicate that certain tasks are consistently associated with negative procrastination (e.g., confrontation and delivering bad news) whereas other tasks are consistently associated with positive procrastination (e.g., yard work, taking care of bills).

#### C88

**DYNAMICAL MODELING OF EMOTION: STABLE DAILY AND WEEKLY PATTERNS IN SEEMINGLY RANDOM CHANGES** *Nilam Ram<sup>1</sup>, Sy-Miin Chow<sup>1</sup>, Frank Fujita<sup>2</sup>; <sup>1</sup>University of Virginia, <sup>2</sup>Indiana University South Bend* – Emotions are often ephemeral states that arrive and pass quickly. However, there may be some continuity in what appear to be random patterns of emotional experience. As such, emotions may constitute a dynamic process that evolves over time in complex, yet predictable, ways. Dynamic factor analysis and differential structural equation modeling were used to obtain parsimonious representations of systematic patterns in a set of daily diary data (i.e., ratings of 24 emotion adjectives provided by 180 participants on 52 consecutive days). Dynamic factor analysis was used to establish the plausibility of representing pleasant and unpleasant emotions as two continuous affective processes, and to demonstrate that current emotional states are, in part, determined by the intensity of the emotional states experienced the previous day, but not the day before. A differential structural equation modeling approach was used to confirm the existence of a weekly cycle in the participants' emotional experience (consistent with findings reported by Larsen & Kasimatis, 1990). Weekly cycles of a similar nature were observed across the two sexes despite female participants' tendency to report greater deviations in their emotional experience. It was also found

that individuals exhibit different degrees of entrainment to the weekly cycle and that pleasant emotions follow a weekly pattern more consistently than unpleasant emotions. Overall, this study demonstrates how the application of dynamical analysis techniques can and should help expand current notions of the structures and processes underlying emotional experience.

#### C89

**STABILITY AND CHANGE IN ATTACHMENT MODELS** *Jamie McCreary, Emily Branscum; California State University, Stanislaus* – According to Bowlby (1969), internal models encapsulate assumptions about the nature of others, relationships in general, and oneself. While early models can and do shape later ones, later experiences provide opportunities for change. Shaver (1996) described the outcome as a network of hierarchically organized schemas, with general models of self and other at the top, and models developed in specific relationships at lower levels. The present study compared specific and general attachment models using two parallel forms of the Adult Attachment Scale. The sample included 210 heterosexual couples that had been married at least one year. Three dimensions that underlie attachment models were examined: desire for closeness, perceived dependability, and anxiety about abandonment. The results suggest a complex interplay between specific and general attachment models. The correlation between specific and general models of closeness and perceived dependability were reliable, but those for anxiety about abandonment were much stronger. General models and specific models emerged as independent predictors of relationship communication during conflict. An exploratory comparison of specific and general attachment styles suggested high stability for secure models in both men and women. Dismissive models often gave way to security with the partner. For preoccupied and fearful attachment styles, both of which are characterized by high anxiety, very low stability was found and the change pattern was not consistent across participants. The results are discussed in terms of interaction between specific and general cognitive representations in close relationships.

#### C90

**PERCEPTIONS OF PREJUDICE: IMPLICIT SOCIAL INFERENCES BY TARGETS OF PREJUDICE** *Elizabeth R. Kirk, Gordon B. Moskowitz; Lehigh University* – Previous research on out-group member's attributions to discrimination highlighted within-group differences on explicit judgments as a function of variables such as identification and stigma-consciousness (Pinel, 1999; Operario & Fiske, 2001). Three studies extend this research by examining out-group members' implicit judgments using cognitive load and priming methodologies. In study 1, Black participants high and low on stigma-consciousness viewed, under load and no-load conditions, video clips of a Caucasian female ostensibly interacting with a Black female. The video depicted the woman acting anxiously discussing anxiety-provoking topics. Participants judged the woman's levels of anxiety and prejudice. Judgments of the woman's level of prejudice indicated a main effect for stigma-consciousness suggesting chronic differences between groups at encoding - people high in stigma-consciousness interpreted the behavior of others in a manner that spontaneously used notions of prejudice. In studies 2 and 3, women participants high and low in stigma-consciousness were primed with the concept "femaleness" to see if individuals low in stigma-consciousness could be induced to spontaneously perceive gender discrimination at levels comparable to the high stigma-consciousness group. Findings confirmed that recent activation of the concept "femaleness" increased perceptions of gender discrimination as measured by trait ratings of an ambiguous male character depicted in a separate reading task. This suggests that similar to majority members' stereotyping processes, out-group members' expectancies may be temporarily activated by simply priming an associated concept. In this case, the activated expectancy associated with their group is the expectancy that one will be treated in an unfair and biased manner.

**C91****EFFECTS OF INTERGROUP CONTACT AND POLITICAL PREDISPOSITIONS ON PREJUDICE: ROLE OF INTERGROUP EMOTIONS**

*Daniel Miller<sup>1</sup>, Eliot Smith<sup>2</sup>, Diane Mackie<sup>3</sup>; <sup>1</sup>Purdue University, <sup>2</sup>Indiana University, <sup>3</sup>UCSB* – Two broad distal causes of prejudice are general political predispositions and past history of intergroup contact. Two studies investigate the extent to which these effects are mediated by emotions directed at the outgroup, as proposed by Intergroup Emotions Theory (Smith, 1993). In both studies, Social Dominance Orientation and past intergroup contact predict prejudice, as measured either by a feeling thermometer or the Modern Racism Scale. Furthermore, for both studies these effects are significantly mediated by intergroup emotions. In study 1, stereotype knowledge was entered as an alternative potential mediator alongside emotions and found to have no effect. In study 2, stereotype endorsement was entered as an alternative potential mediator alongside emotions and found to have no effect. (In this study, if emotions are omitted from the model, stereotypes did show significant relationships to prejudice, replicating findings by previous researchers who focused on the role of stereotypes but did not measure or incorporate emotion in their models.) Increased attention to the role of emotions in intergroup relations, including in the mediation of such powerful and well-known effects as those of Social Dominance Orientation and intergroup contact, appears to be warranted.

**C92****TO BE OR NOT TO BE THE 'MODEL MINORITY': POSITIVE STEREOTYPES AND THE MATHEMATICAL PERFORMANCE OF TARGETS AND NONTARGETS**

*Kimberly M. Rios<sup>1</sup>, Victoria C. Plaut<sup>2</sup>, Sapna Cheryan<sup>1</sup>, Claude M. Steele<sup>1</sup>; <sup>1</sup>Stanford University, <sup>2</sup>College of the Holy Cross* – Two studies explored the conditions under which the “model minority” stereotype that Asian Americans are talented at mathematics has positive versus negative consequences for targets and nontargets. In Study 1, the stereotype was implicitly activated by having Asian American and European American participants take a difficult math test as racial solos or nonsolos. Asian American solos were less nervous and made more ability-based attributions for their test performance than their nonsolo counterparts. Conversely, European Americans were more nervous and attributed their performance less to their ability as solos than as nonsolos. In Study 2, the stereotype was made salient in a more explicit manner. Prior to taking the math test, participants of both races read a packet of articles about Asian Americans' superior mathematical achievement. Whereas Asian Americans who read the articles were less nervous and perceived the test as less difficult than those who did not, European Americans who read the articles were more nervous and perceived the test as more difficult than those who did not. Both Asian and European Americans exposed to the articles rated themselves as less mathematically talented after than before taking the test. Overall, these results suggest that the model minority stereotype, regardless of how it is activated, has largely (but not entirely) positive effects on Asian Americans and negative effects on European Americans.

**C93****IN DEFENSE OF THE SELF: CAN SELF-AFFIRMATION AND SELF-ESTEEM ENHANCEMENT SUBSTITUTE FOR IDENTITY COMPLETION PROCESSES?**

*Kentaro Fujita<sup>1</sup>, Peter M. Gollwitzer<sup>1,2</sup>, Michaela Scherer<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Konstanz* – Self-Completion Theory (Wicklund & Gollwitzer, 1982) posits that individuals can commit themselves to specific desired identities and pursue these as goals. When obstacles to identity-goal attainment are encountered, individuals experience a state of incompleteness. They respond by self-symbolizing, attempting to display or acquire socially recognized indicators of the desired identity. In two experiments, we attempted to integrate these assumptions with self-compensatory processes described in other self-theories. More specifically, we sought to determine whether self-affirmation and self-esteem enhancement mechanisms following an

incompleteness induction could decrease the motivation to engage in self-symbolizing (“substitution principle,” Tesser, 2001). In two studies, participants were made incomplete with identity-relevant failure feedback and then given an opportunity to self-symbolize on a identity-relevant test. The results from Study 1 indicate that incomplete individuals continued to self-symbolize even after an opportunity to write a self-affirming essay. This suggests that when incomplete individuals are given a choice of self-compensatory mechanisms, self-symbolizing is preferred over substitution. The results of Study 2, however, showed that when incomplete individuals are not given a choice and self-esteem is raised directly by countering the incompleteness manipulation with positive identity-irrelevant feedback, self-symbolizing decreases. This suggests that self-esteem enhancing processes can indeed substitute for self-symbolizing, reducing the motivational press for identity completeness. Together, these two studies suggest that while individuals experiencing a state of identity incompleteness prefer to engage in self-symbolizing, this strategy can be substituted by other self-compensatory mechanisms.

**C94****SITUATIONAL DIFFICULTY IN PUNISHING ORGANIZATIONS LEADS TO BLAMING INNOCENT EXECUTIVES: JAPANESE BLAMING OF EXECUTIVES BY PROXY**

*Yuriko Zemba; Tokyo University* – The greatest harms in modern societies are generated within collective entities such as organizations. When perceivers attribute responsibility to an organization, how do they punish the intangible collective? Recent research has shown that Japanese perceivers, who emphasize group agency, tend to assign blame to the organizations and extend the blame to an individual who serves as a representative for the organization (e.g. an executive) (Zemba, Young, Morris, 2003). The previous study, however, did not examine why Japanese perceivers extend blame to an individual. The present study tests whether the extension of blame occurs because it is often logistically difficult to sanction organizations. Specifically, the present study tests a hypothesis that Japanese participants would be more likely to extend the organizational blame to an executive when punishing the organization is impossible rather than possible. Japanese student participants (N=114) read a vignette describing an organizational scandal, and judged the responsibility of a newly joined, causally uninvolved executive. In the vignette, situational obstructions to punish the organization were manipulated. Respondents read one of the following three versions: 1) that there were many obstructions, 2) that there was no obstruction, 3) no information (control condition). Japanese perceivers were found to be more likely to extend the organizational blame to the (causally uninvolved) executives when there are situational obstructions than not. Further, the control condition results were closer to those in the obstructions condition than in the no obstruction condition. Future directions concerning the functions and motivations surrounding the proxy blaming are discussed.

**C95****STRUCTURAL AND PROCESS VARIABLES AS ORIGINS OF ATTITUDE STRENGTH-RELATED BELIEFS**

*Salma Ackbar<sup>1</sup>, Bonnie L. MacDougall<sup>1</sup>, Leandre R. Fabrigar<sup>1</sup>, Steven M. Smith<sup>2</sup>; <sup>1</sup>Queen's University, Kingston, Ontario, <sup>2</sup>St. Mary's University, Halifax, Nova Scotia* – Attitude strength-related beliefs have long been studied in the attitudes literature. However, relatively little is known about the origins of these beliefs. This experiment examined the roles of two structural properties of attitudes (attitude accessibility and attitude-relevant knowledge) and one attitude formation process (cognitive elaboration) as determinants of attitude strength-related beliefs. Participants received either 6 or 18 pieces of information about an ostensibly new model of automobile (amount of information manipulation). This information was read either while performing a distraction task or without distraction (elaboration manipulation). Participants (N =139) then reported their attitudes toward the target automobile embedded in an attitude survey of various models of automobiles. Some participants reported their attitudes toward the

target automobile once, whereas other participants reported their attitudes toward the automobile six times (accessibility manipulation). Measures of 11 attitude strength-related beliefs were also completed. Analyses revealed that increased accessibility was most strongly associated with increased perceived attitude extremity and decreased attitudinal ambivalence. In addition, higher cognitive elaboration was shown to be most strongly linked to greater beliefs about certainty, knowledge and accessibility, as well as to increased perceived attitude extremity and strength of feeling. Analyses also showed effects of attitude-relevant knowledge on the variables of certainty and accessibility, such that greater perceived knowledge led to increased perceived certainty, and increased perceived accessibility.

**C96**

**REGRET IN DECISION-MAKING: REVERSAL OF THE STATUS QUO EFFECT AND THE MEDIATING ROLE OF PERCEIVED RESPONSIBILITY** *Rumiko Dohke; Hitotsubashi University* – Previous researches in decision-making have demonstrated that a switching choice leads to more regret than a repeat choice (the status quo effect). However, further research has revealed that this effect is reversed when a prior outcome is negative. On the other hand, it has been demonstrated that the higher responsibility for the decision and its outcome people feel, the more regret they would experience. Thus the author's prediction was that reversal of the status quo effect would be found more prominently when perceiving more responsibility. An experimental study using a scenario method was conducted to examine the mediating role of the responsibility in the reversal of the status quo effect. In the scenario, decision maker made either a repeat choice or a switching choice. The decision maker's responsibility was described as high, moderate, or low. A prior outcome and a subsequent outcome were always negative, in order to induce sense of regret. Ninety-six participants read the scenario and rated how much regret they would feel in that situation. Analyzing the data with a 2×3 ANOVA, predicted interaction was significant. In high and moderate responsibility condition, participants expressed more regret in a repeat choice than in a switching choice. However, in low responsibility condition, participants expressed regret in a repeat choice as much as in a switching choice. Implications of the reversal of the status quo effect and the mediating role of perceived responsibility are discussed.

**C97**

**EXONERATION OF SERIOUS WRONGDOING VIA CONFESSION TO A LESSER OFFENSE** *R. Weylin Sternglanz, University of Virginia* – Despite the abundance of literature on self-presentation, relatively little attention has been given to the deliberate strategies that people use when accused of a serious transgression. How, in these high-stakes situations, do people most convincingly establish their innocence? It was predicted that people accused of a serious offense who redirected perceivers toward a less serious offense would be seen as more honest than if they simply claimed to be entirely innocent, or if they used other strategies such as attempting to explain the accusation or making a counter-accusation. In Study 1, 322 undergraduates were presented with a vignette in which a peer was accused of a serious transgression, and either simply denied the accusation, or confessed to a lesser offense. In Study 2, videotapes of 12 confederates discussing a time when they had supposedly been accused of wrongdoing were presented to 39 undergraduates. In Study 3, videotapes of 24 people discussing actual events in their lives when they had been accused of wrongdoing were presented to 60 undergraduates. Results from all three studies demonstrated that, among strangers, confessing to a lesser offense elicited lesser perceptions of guilt than simply denying the serious accusation. In addition, Studies 2 and 3 demonstrated that no other strategies were significantly more effective than admitting to a lesser offense. It is suggested that people are seen as most innocent of an accusation when they are characterized as having a particularly honest disposition.

**C98****STEREOTYPE THREAT EFFECTS ON TEST PERFORMANCE: THE CRITICAL ROLE OF SELF-REGULATORY MECHANISMS.**

*Johannes Keller, Herbert Bless; University of Mannheim, Germany* – Stereotype Threat Theory (STT, Steele, 1997) emphasizes that the applicability of negative stereotypic performance expectations elicits extra pressure in testing situations resulting in reduced performance of persons targeted by stereotypic expectancies. As a consequence, it is assumed that eliminating this extra pressure should lead to increased performance by the target persons. This assumption has been supported in a long series of studies demonstrating that eliminating stereotype threat results in a performance boost. One may argue, however, that the impact of negative stereotypic expectancies does not necessarily need not be detrimental in any case. In line with this general starting point we propose a theoretical model that predicts differential effects of stereotypic expectancies. In this framework, self-regulatory processes as postulated in Regulatory Focus Theory (Higgins, 1998) are linked with STT and an interactive relation between stereotype threat and the mode of self-regulation (promotion vs. prevention) is proposed. The model is tested in several experiments involving the manipulation of regulatory focus and the gender fairness of ability tests. Results indicate that effects of negative stereotypic expectancies are indeed moderated by the mode of self-regulation activated in the testing situation. More specifically, strong detrimental effects of stereotype threat on test performance were found under conditions where prevention concerns were activated. In contrast, when promotion concerns were elicited in the testing situation stereotype threat effects did not emerge or were even reversed. These findings point to the fact that negative stereotypic expectations do not necessarily result in detrimental effects.

**C99****SEX AND GENDER DIFFERENCES IN ACHIEVEMENT MOTIVATION: EVIDENCE FROM TURKEY** *Irem Uz, Markus Kemmelmeier; University of Nevada, Reno*

– Numerous studies conducted in individualist societies (e.g., Matlin, 1996; Platow & Shave, 1995) have demonstrated men to be higher in achievement motivation than women, whereas other studies conducted in collectivist societies (Maqsd & Coleman, 1993; Torke, 1985) have not replicated this finding – a pattern that is consistent with Watson et al.'s (1998) claim that sex differences in personality are smaller in collectivist societies than in individualist societies. The present study re-examines this hypothesis by focusing on a sample from Turkey. For cultural psychologists Turkey is particularly interesting as it is a "borderline" country: On the one hand, it is deemed collectivist (e.g., Hofstede, 2001; Oyserman, Coon & Kemmelmeier, 2002), but on the other hand it is a secular state with a multitude of individualist elements (e.g., Huntington, 1996). Turkish university students (n = 60) from either the liberal arts or business/economics completed Cassidy and Lynn's (1989) multidimensional measure of achievement along with Bem's Sex Role Inventory. We did find sex difference in achievement motivation, but only in the dominance facet of it, which was partly moderated by students' academic concentration. We also found that masculinity and androgyny, but not femininity, generally predicted achievement motivation. Further, it was found that gender-roles were a better predictor of achievement motivation than biological sex. The present investigation shows that gender differences in Turkey resemble those found in individualist societies, and affirm Turkey's status as a transitory society.

**C100****WHO'S WHO IN A SOCIAL COMPARISON? THE EFFECTS OF COMPARISON TARGET AND DIRECTION** *Sabine Pahl, J Richard Eiser; University of Sheffield UK*

– In direct comparisons of self and others, people typically display 'positive biases' - self-other differences that are evaluatively positive for the self. However, this research typically asks people to compare self with others (self -> other focus) and uses the average student as comparison target. The present research investigated the

effects of reversing comparison focus (other -> self focus) and the use of individuated comparison targets. Participants made ratings under either self -> other focus or other -> self focus. The comparison target was either the average student, someone known but not personally close, or someone known and personally close. This yielded a 2 (focus) by 3 (target) design. Non-psychology students (N = 156) were recruited for a study to be completed in their own time via the Internet. Participants made comparative judgements of traits and comparative predictions of future events and filled in a self-esteem measure. Comparative judgements were more positive for the self under self -> other focus than under other -> self focus, and when comparisons concerned the average student rather than individuals. Furthermore, comparison focus and target had an interactive effect on self-esteem. Self-esteem was heightened when participants compared the self with the average student (self -> other focus) and when participants compared a close other with the self (other -> self focus). The findings advance our understanding of the factors influencing social comparisons and illustrate potential consequences of such comparisons, in line with recent theoretical advances (Markmann & Mc Mullen, 2003; Mussweiler, 2003).

#### C101

**AMBIGUENCE AS A CAUSE AND CONSEQUENCE OF INFORMATION PROCESSING** *Loran Nordgren, Joop van der Pligt, Frenk van Harreveld; University of Amsterdam* – Previous research (e.g. Jonas, Diehl & Bromer, 1996; Maio, Bell & Esses, 1996) has shown that ambivalent people are more inclined to process information relevant to their attitude in a systematic way. Several theories suggest that ambivalent respondents process information more systematically because people find psychological conflict to be unpleasant, and are therefore motivated to engage in any process that might relieve them of their ambivalence. To test this prediction, participants were randomly assigned to one of three, 300-word messages that described an unfamiliar attitude object (a fictitious drug). The messages varied according to the sidedness (one-sided vs. two-sided) and quality (strong vs. weak) of the arguments embedded in the message. We predicted that induced ambivalence is greater for (1) two-sided, strong arguments than for the two comparison conditions, (2) two-sided, weak arguments and (3) one-sided, strong arguments. We next presented respondents with a memory task that assesses the extent of information processing and a thought-listing task that assesses whether ambivalent respondents generate univalent thoughts as a means to reduce ambivalence. Results confirmed both predictions: Initial ambivalence was associated with greater systematic processing, and respondents who generated univalent thoughts indicated higher initial ambivalence but reported a reduction in subsequent ambivalence. Implications for the notion of ambivalence as a characteristic of a weak attitude are discussed.

#### C102

**SPECIFYING PREDICTORS OF THE INITIATION AND MAINTENANCE OF BEHAVIOR CHANGE** *Alexander J. Rothman, Austin S. Baldwin, Andrew W. Hertel, Robert W. Jeffery; University of Minnesota* – Self-efficacy has been shown to be a critical determinant of whether people choose to initiate a change in their behavior. However, its impact on the decision to maintain a new behavior is unclear. We propose that the influence of self-efficacy on decision-making changes as one moves from behavioral initiation to behavioral maintenance (Rothman, Baldwin, & Hertel, in press). Specifically, self-efficacy guides the decision to initiate a behavior, but satisfaction with the outcomes afforded by the behavior guides the decision to maintain it over time. Participants were smokers enrolled in an 8-week smoking cessation program whose beliefs and behaviors were followed for 15 months after the program ended. The present analyses examine the effects of participants' cessation self-efficacy and satisfaction with the cessation process (assessed 2 months after the program ended) on cessation at 12 months. To test our hypothesis, 2 months after the program ended, participants were categorized as main-

tainers or initiators. Maintainers (N=106) had quit smoking by the end of the program and remained quit during the next two months. Initiators (N=78) were those who did not meet the criteria to be designated maintainers and were thus still trying to initiate cessation. Separate logistic regression models were conducted for the two groups, in each case testing the relative impact of self-efficacy and satisfaction on successful cessation. Self-efficacy ( $p < .01$ ), but not satisfaction ( $p = .32$ ), predicted cessation for initiators, whereas satisfaction ( $p < .05$ ), but not self-efficacy ( $p = .66$ ), predicted cessation for maintainers. The implications of these findings for behavioral decision-making models will be discussed.

#### C103

##### **PERCEIVING AND CONFRONTING GENDER DISCRIMINATION: THE ROLE OF OPTIMISM**

*Gretchen Sechrist; University at Buffalo, The State University of New York* – Two experiments examined the role of optimism in women's perceptions of and willingness to confront gender discrimination. Optimism is expected to be an important individual difference measure because optimists, as compared to pessimists, have more resources and strategies available to them to cope with negative events, such as discrimination. In Experiment 1, I assessed female participants' level of optimism, perceptions of discrimination occurring to the self and other women, and likelihood of confronting perpetrators in these discriminatory situations. The results demonstrated that optimism was not correlated with perceptions of discrimination, but was positively correlated with confronting discrimination, such that the higher the participants' level of optimism, the more likely they were to confront prejudice. In Experiment 2, women high and low in optimism completed a creativity task, for which they were provided failure feedback, as well as a sexist comment by a male evaluator. Women then rated the extent to which their failure was due to their ability and discrimination on part of the evaluator. Participants also were asked if they would like to confront the male evaluator and why. Results showed no differences between optimists' and pessimists' perceptions of discrimination. However, optimists were significantly more likely to confront their perpetrator than pessimists. Possible mechanisms underlying optimists' willingness to confront discrimination are addressed, including the need to educate others, maintain a positive image, save energy, and avoid conflict. Implications for understanding the role of optimism in the perception and reporting of discrimination are discussed.

#### C104

##### **THE EFFECTS OF TARGET'S CREATION OF EXPECTATIONS IN BEHAVIORAL CONFIRMATION**

*Jennifer L. Yanowitz, Mark Snyder; University of Minnesota, Twin Cities* – In typical behavioral confirmation paradigms, perceivers are given expectations about targets, while targets are unaware of these expectations. Moreover, as a result of their expectations, perceivers feel more powerful than targets, and this asymmetry may be one mechanism of behavioral confirmation. The current study examined whether these power perceptions shift as a function of targets' actually creating the expectations given to perceivers. Targets completed either a brief information sheet or an in-depth profile to be given to perceivers (and thereby create perceivers' expectations of them). Perceivers received either a dummy information sheet or in-depth profile they believed the target completed. In anticipation of a forthcoming interaction, perceivers and targets completed a 30 item inventory of perceptions of power based on French and Raven's taxonomy (5 items measuring each of reward, coercive, legitimate, expert, referent, and informational power). A MANOVA and follow up comparisons on the 6 power scales revealed that perceivers (whether they received an information sheet and an in-depth profile) believed they had significantly more informational power than targets (whether they had created an information sheet or in-depth profile),  $ps = .000$ . However, the act of creating their own expectations through writing an in-depth profile of themselves did not influence target's perception of power. Therefore, this study extends previous research demonstrating that, in behavioral confirmation contexts, it is



perceivers rather than targets who have the perception of power, and in this case, this asymmetry of power occurred regardless of the targets' creation of the perceivers' expectations.

**C105****EXPLAINING WITHIN-PERSON VARIABILITY: EXTENDING THE CHAMELEON EFFECT TO TRAIT BEHAVIOR** *Stephanie Jolley,*

*William Fleeson; Wake Forrest University* – Personality psychology has been perplexed by the problem of variability, but recent research suggests that, instead, within-person variability presents an opportunity (Fleeson, 2001). The purpose of this research was to (i) consider the role of mimicry in explaining the considerable variability in everyday trait relevant behaviors and (ii) examine the extent to which individuals mimic others' behaviors on an everyday basis. Chartrand and Bargh (1999) found that motor mimicry occurs within stranger dyads, so we expected that trait behavior mimicry may also occur among interaction partners. We employed the experience sampling methodology: twenty-nine undergraduate students carried Palm Pilots for fifteen days, describing their behavior and the behavior of others around them at the moment (in response to electronic questionnaires), five times per day. Correlations were calculated for each individual and each trait, describing how much his or her behavior varied with the behavior of those around him or her. The average of these correlations showed that the typical individual's behavior changed rapidly and in conjunction with the behaviors of those around him or her for all three traits (extraversion  $r = .43$ ; openness  $r = .52$ ; neuroticism  $r = .52$ ). Furthermore, the mimicry relationship depended on characteristics of the other person, specifically when the other person was of higher status, more familiar, and more likeable the correlation between interaction partners' behavior was higher. These findings suggest that a person's trait relevant behaviors may vary so much across occasions because he/she is interacting with and mimicking different people in each setting.

**C106****EXPRESSIONS OF COMPARATIVE BIAS: A BALANCING ACT** *Patrick Carroll, James Shepperd; University of Florida* –

When people display comparative optimism, predicting that their outcomes will be better than the outcomes of others, are they distorting their personal estimates, their estimates for others (target estimates), or both? Although prior evidence suggests that comparative optimism stems primarily from a distortion of target estimates, we propose that the expression of comparative optimism depends on the balance of personal and target information available when people make their judgements. Specifically, people will express personal realism and target pessimism when personal information outweighs target information. In contrast, people will express target realism and personal optimism when target information outweighs personal information. Two studies ( $N = 117$ ) tested this reasoning across risk and performance domains. Participants in Study 1 estimated their risk and the average person's risk for contracting Herpes Zoster (Shingles). Participants in Study 2 estimated their performance and the average person's performance on a computerized version of the Stroop task (1935). Both studies varied the amount of personal and target information available to participants. Participants consistently displayed comparative optimism in their judgments. Supporting our predictions, when personal information was high and target information was low, the optimism was manifested as personal accuracy and target pessimism. Conversely, when target information was high and personal information was low, the optimism was manifested as personal optimism and target accuracy. These findings illustrate the interplay of motivation and cognition in social perceptions and have implications for how people make a variety of comparative judgments.

**C107****NOT ALL STEREOTYPING IS CREATED EQUAL: DIFFERENT CONSEQUENCES OF THOUGHTFUL VERSUS NON-THOUGHTFUL STEREOTYPING** *Jason K. Clark<sup>1</sup>, Duane T. Wegener<sup>1</sup>,*

*Richard E. Petty<sup>2</sup>; <sup>1</sup>Purdue University, <sup>2</sup>Ohio State University* – The research zeitgeist in stereotyping and prejudice emphasizes situations in which stereotypes or prejudiced attitudes serve as shortcuts (heuristics) for social judgment. Making peoples' perceptions more thoughtful often decreases stereotyping (e.g., see Fiske, 1998). Dual-process theories that predict such effects have much in common with formulations in the attitudes area. However, research on attitudes has placed greater emphasis on the thoughtful and non-thoughtful ways that the same judgment outcome can occur. When this happens in stereotyping, increasing thought could not only fail to decrease the impact of stereotypes, but it could create stereotypic perceptions that are more likely to have lasting impact. Previous work has shown that equally large stereotyping effects can occur in either thought-mediated or non-thought-mediated ways (Clark & Wegener, 2001). The current research examines the possibility that more thoughtful stereotypic judgments may be more resistant to future attempts at change. Participants learned that a child was low in socioeconomic status and evaluated the child's intelligence test under different levels of distraction (low versus high). Immediately after rating the child's aptitude (Time 1), participants were given information including a contrasting opinion from another evaluator (i.e., a counter-stereotypic assessment) and rated the child again (Time 2). As expected, ratings of the child did not differ across distraction levels at Time 1,  $F < 1$ . However, participants initially under low distraction were significantly less influenced by the counter information,  $\text{Distraction} \times \text{Time}$ ,  $F(1, 57) = 4.21$ ,  $p < .045$ . Implications for prominent theories of stereotyping and prejudice will be discussed.

**C108****A COMPARISON OF THREE LEGAL AUTHORITARIANISM MEASURES** *Scott E. Culhane, Harmon M. Hosch, Osvaldo F. Morera, Leslie R. Hawley; University of Texas, El Paso* –

The only personality variable that has been shown to be consistently predictive of defendant culpability is authoritarianism. Legal authoritarianism is similar to authoritarianism in its context, but the item content of legal authoritarianism focuses on the person's beliefs about issues in the legal system, such as attitudes towards police officers, judges and the court system. Narby, Cutler, and Moran (1993) conducted a meta-analysis of jury decision-making and authoritarianism and concluded that authoritarianism was related to a tendency to convict, but legal authoritarianism was more highly correlated with verdict than was traditional authoritarianism,  $r = .11$  and  $r = .19$  respectively. A new measure of legal authoritarianism, the El Paso Legal Authoritarianism Measure (EPLAM; Culhane, Morera, & Hosch, 2003) and two existing measures (Juror Bias Scale and Revised Legal Attitudes Questionnaire - 23) were compared in their ability to predict verdict, rated defendant culpability, and sentencing. One hundred and seven jury-eligible participants completed a packet of questionnaires including the legal authoritarianism measures and a measure of traditional authoritarianism. The participants then read a trial summary of a murder trial, rendered a verdict, rated the defendant on a guilt scale, and, if they convicted, sentenced the defendant according to Texas criminal code. Results indicated that the EPLAM was the only consistent measure in the prediction of the three variables. The use of personality variables in prediction of decision making in the legal system is discussed.

**C109****ATTITUDE CHANGE THEORIES AND NUMERICAL ANCHORING: AMOUNT OF PROCESSING AND RESISTANCE TO ATTACK** *Kevin Blankenship<sup>1</sup>, Duane Wegener<sup>1</sup>, Richard Petty<sup>2</sup>, Brian Detweiler-Bedel<sup>3</sup>; <sup>1</sup>Purdue University, <sup>2</sup>The Ohio State University, <sup>3</sup>Lewis & Clark College* –

Research on numerical anchoring has sometimes treated the effect as relatively non-thoughtful (e.g., use of an anchor-and-adjust

heuristic; Jacowitz & Kahneman, 1995) and sometimes as relatively thoughtful (e.g., claiming larger anchoring effects when processing is high rather than low; Bodenhausen et al., 2000). However, consistent with multi-process theories of attitude change, Wegener et al. (2001) proposed that anchoring can occur through both thoughtful and non-thoughtful processes. This approach predicts different consequences for thoughtful versus non-thoughtful anchoring, such as greater resistance to a subsequent “attack” when the original anchoring effect occurs through more thoughtful means. Participants provided numerical judgments in a traditional anchoring paradigm and then again after being told how past participants responded. The study had a 2 (Anchor: high, low) X 2 (Distraction: high, low) X 2 (Time: post-anchor, post-attack) within-subjects design. Anchor and distraction were counterbalanced. As predicted, there was an Anchor X Distraction X Time interaction,  $F(1, 94) = 3.85$ ;  $p < .053$ . Effects of anchors were substantial and equal regardless of whether participants were distracted or not when receiving the anchors and making initial judgments (Anchor X Distraction,  $F < 1$ ). However, after being told that 10% of past participants had responded much higher or lower (when initial anchors were low versus high, respectively), participants changed their own answers significantly more when their initial answers had been formed with distraction rather than without (Anchor X Distraction,  $F = 6.73$ ,  $p = .011$ ). These results provide support for a multi-process view of anchoring, much like the predominant views in the attitude change literature.

#### C110

##### **AN IMPLICIT ASSOCIATION TEST FOR HEALTH AND ILLNESS ATTITUDES**

*Sarah A. Novak, Vicki S. Helgeson; Carnegie Mellon University* – The Implicit Association Test (IAT) has been used to explore implicit attitudes on topics ranging from nearly universal preferences, such as the preference for flowers over insects, to more controversial studies of implicit racial biases. In order to explore attitudes toward health and illness, we created a new version of the IAT contrasting health and cancer. While a negative attitude toward cancer was expected overall, it was predicted that individuals with more positive cancer experiences would respond relatively more positively compared to others. Ninety-four adult participants completed measures of explicit attitudes toward cancer and their cancer experiences in addition to a health vs. cancer IAT. Analyses revealed a large overall IAT effect wherein participants had faster reaction times when health was paired with good and cancer with bad. However, this effect was not related to the explicit attitudes that individuals reported. Instead, a significant difference in IAT scores was found based on whether participants knew someone who had either survived or died from cancer. Those who knew someone who had died from cancer showed more negativity on the implicit attitude measure compared to those who knew a cancer survivor, but there was no corresponding difference found on the explicit attitude measure. These findings are discussed in the context of current theories about the IAT.

#### C111

##### **HOW DO PEOPLE WITH DIFFERENT SELF-CONSTRUALS PERCEIVE THREATENING HEALTH MESSAGES THAT EMPHASIZE DIFFERENT CONSEQUENCES OF ENGAGING IN A RISKY BEHAVIOR?**

*Ayşe Uskul, Michaela Hynie; York University* – Past studies on people’s reactions to threatening health messages have used messages that emphasized the physical consequences of engaging in risky behaviors. The present study examined the perceived threat and perceived risk among individuals exposed to health messages that emphasized either physical, psychological, or interpersonal consequences of caffeine consumption. We further examined whether threat and risk perceptions would differ as a function of people’s self-construal. 120 female undergraduate students read an article linking caffeine consumption to a fictitious fibrocystic disease (FD) (Kunda, 1987). Each participant received one of three versions of this article, which emphasized either the physical, psychological (decrease in self-esteem and self-confi-

dence), or interpersonal (decrease in the quality of relationships and social status) consequences of having FD. Among those participants who received the article emphasizing interpersonal consequences of the disease, those who were higher on relational self-construal (Cross, et al., 2000) or who consumed larger amounts of coffee reported having found the article more threatening. Within the same condition, those who consumed more coffee and those who both consumed more coffee and were more relational reported that they themselves were at a higher risk of getting FD. Among those who received the article with physical consequences of FD, those who were higher on independent self-construal (Singelis, 1994) and those who consumed higher amounts of coffee found the article more threatening and perceived themselves at higher risk. Results are discussed in relation to implications of designing health messages emphasizing different consequences of illness on individuals with different self-construals.

#### C112

##### **RACIAL CATEGORY JUDGMENT FROM APPEARANCE IS CATEGORICAL, AND ASYMMETRICAL FOR MEN BUT NOT WOMEN**

*Elizabeth N Bartmess, Lawrence A Hirschfeld; University of Michigan* – People judge race, in the modern U.S., categorically: people are considered one race or another (e.g., White or Black; Davis, 1991). Though other categories (e.g., biracial) exist, they are not common. We examined whether judgments of category membership from physical appearance were also categorical, and whether they were so for more than just Black and White. In an experiment involving morphed faces, we found that male and female targets were perceived categorically when the anchors were Black and White,  $ps = .00, .06$ , but also when Asian and White,  $ps = .00, .03$ , and when Black and Asian,  $ps = .00, .01$ . A second aspect of U.S. race judgments is that people assign category membership asymmetrically: traceable Black ancestry defines one as Black, while the reverse is not true (Davis, 1991). This could create at least two effects for physical appearance-based race judgments. Noticeable Black features could trigger assignment to the “Black” category, so 50% morphs would be judged more often Black. Second, people may believe that any Black ancestry will cause someone to look very Black. In this case 50% morphs might be considered White because they do not appear extremely Black. We found both patterns depending on race and gender: male 50% Black-White (and Black-Asian) targets were judged more White than Black, but female Black-White targets were judged more Black. We discuss two possible interpretations: one involving properties of attractiveness judgments, the other involving culturally and historically specific judgments of race – the racial politics of perceptual judgments.

#### C113

##### **APPROACH AND AVOIDANCE SEXUAL MOTIVES AND HIV TESTING**

*William Marelich<sup>1</sup>, Amy Strachman<sup>2</sup>, Patricia Raskin<sup>3</sup>;*

*<sup>1</sup>California State University, Fullerton, <sup>2</sup>University of California, Los Angeles, <sup>3</sup>Scripps College* – Three studies were conducted to investigate approach-avoidance sexual motives in terms of HIV testing and disclosing the results. Appetitive (i.e. approach) motives and goals are focused on obtaining positive or appetitive social outcomes, whereas aversive (i.e. avoidance) motives and goals are focused on preventing negative or aversive social outcomes. Previous research (e.g. Gable, Reis, & Elliot, 2000; Strachman & Gable, 2003) has shown the approach and avoidance motivation are sensitive to different social stimuli and cues, as well as regulating behavior through different, independent processes. Study 1 was a sample of 291 sexually-active young adults, and was obtained using a web-based survey format. The results showed approach sexual motives (and not avoidance motives) were correlated with getting HIV tested ( $r = .17$ ,  $p < .01$ ) and disclosing this to their partner ( $r = .20$ ,  $p < .05$ ). Avoidance sexual motives (and not approach motives) were correlated with lying to a partner about getting HIV tested ( $r = .12$ ,  $p < .05$ ). Study 2 used a similar sample, and again approach sexual motivation was correlated with HIV testing ( $r = .31$ ,  $p < .05$ ). Study 2 also explored possible

reasons for this relationship. Data is currently being collected for Study 3 in the homosexual and bisexual community of Los Angeles. Future research involving sexual motivation and HIV research are discussed, including primary prevention intervention strategies.

#### C114

**IMPLICIT EVALUATIVE RESPONSES TOWARD RACIAL AND SOCIOECONOMIC SUBGROUPS** *Suzanne Klonis<sup>1</sup>, Patricia G. Devine<sup>1</sup>, David Amodio<sup>2</sup>, Sheila Cunningham<sup>1</sup>*; <sup>1</sup>University of Wisconsin, Madison, <sup>2</sup>UCLA – Because socioeconomic status and race are often conflated, SES may affect evaluations of racial groups. Thus, we posit that it is important to examine the interactive effects of SES and race on race bias. In our past self-report work, SES and race interacted such that low-SES Whites were evaluated more negatively than low-SES Blacks, whereas undefined-SES Whites were rated more favorably than undefined-SES Blacks. Evaluations of high-SES Whites and high-SES Blacks did not differ. The present study extends our self-report findings to investigate implicit evaluative responses to racial and SES subgroups. Primes were Black and White male faces representing the continuum of SES. Four photographs for each of the six race (White, Black) and SES (low, neutral, high) combinations were matched on likeability, attractiveness, and age. Participants (N=120) completed an evaluative priming procedure in which primes were followed by positive or negative target words (256 SOA). Latencies to identify word valence were recorded. Consistent with the self-report findings, implicit evaluations were more positive for high- and neutral-SES primes than for low-SES primes. Other key comparisons focused on race differences within each SES level. As expected, low-SES White primes facilitated responses to negative words more than low-SES Black primes. Neutral-SES White primes tended to facilitate responses to positive words compared to neutral-SES Black primes. High-SES Black and White primes did not differ in response facilitation of positive and negative words. In sum, SES moderated implicit evaluations, suggesting that conceptualizations of implicit race bias should be broadened to consider targets' socioeconomic status.

#### C115

**DIVIDED WE FALL: CHILDREN'S FRIENDSHIPS AND PEER VICTIMIZATION** *Madeline Rex-Lear, Kenya Malcolm, Irene Mabaquiao, Lauri Jensen-Campbell*; University of Texas, Arlington – The focal point of much research on understanding socialization processes during middle childhood has been based on the parenting and immediate familial environment. The present study explores a more contemporary avenue of socialization influences – the peer group, and how the role of friendship can protect against victimization. This study specifically examined the contributions of general peer acceptance, number of reciprocal friendships, and friendship quality on being the target of both relational and overt aggression. Two-hundred-seventy 5th (n= 79) and 6th grade children (boys = 91) participated in this study. Children provided self-reports of peer relation experiences. In a later session, they listed their six best friends. Number of Friends (NF) was defined as a reciprocated nomination. Children were also asked to answer questions about the quality of each nominated friend (FQ). To assess overall peer acceptance (PA), children were asked to report on how much they liked each child in the study. Results showed that when PA was low, FQ was negatively related to victimization. When PA was high, FQ was not related to victimization. The relation between NF and victimization was also moderated by FQ. When FQ was high, number of friends was negatively related to relational victimization. There was no evidence that the NF was related to relational victimization at lower levels of FQ. Approaches that include FQ as well as interactive models of relationship dimensions may be informative for understanding not only victimization, but also children's general adjustment.

#### C116

**INFLUENCE OF ROMANTIC PARTNER INFORMATION ON IMPRESSION FORMATION AND RELATIONSHIP EVALUATION** *Amber L. Garcia, Paul E. Etcheverry, Christopher R. Agnew*; Purdue University – Decades of person perception research have examined how information received about a person is used to form an impression. However, little research has examined how impressions are influenced by the close relationships maintained by a target person, such as friends, romantic partners, relatives etc. Study 1 examined the impact of romantic partner information on the impression formed of the target person. All participants were provided information about a female target followed by either positive or negative information about the target's boyfriend. Participants were then asked to rate the target, the boyfriend and their relationship on a variety of dimensions. Participants who received negative boyfriend information evaluated both the boyfriend and the relationship less positively than those who received positive information but no difference was found for target evaluations. Study 2 examined the influence of closeness to the target and boyfriend information on ratings of the target, the boyfriend and their relationship. Participants interacted with a confederate in a closeness-generating task and were then given either positive or negative boyfriend information. Participants in the high closeness condition felt closer to the confederate than participants in the control condition. Moreover, participants felt less close to the confederate when they received negative boyfriend information. However, similar to Study 1, negative boyfriend information led to less positive ratings of the boyfriend and of the relationship but not of the confederate. These studies suggest that knowledge about a person's close relationship partner may indirectly, but not directly, influence judgments about that person.

#### C117

**JUST WORLD PROCESSES IN IMPLICIT VICTIM EVALUATIONS** *Mitchell Callan, John Ellard*; University of Calgary – Recent theoretical discussions (Lerner, 1998; in press) and research (Hafer, 2000) has raised important questions about the use of self-reports in documenting automatic and preconscious reactions to injustice, such as victim blaming. The present three studies utilized one of two implicit measures of attitudes to assess the automatic evaluative nature of victim derogation effects. In all three studies, participants viewed a video clip depicting a group of bullies beating up and harassing a teenaged boy. Justice outcome was varied in each study by informing participants that the bullies were either punished or escaped punishment. In the first study, participants completed Nosek & Banaji's (2001) Go/No-Go Association Task after viewing the video presentation in which they associated pictures of the victim with good and bad character adjectives. In the second and third studies, participants completed De Houwer's (2003) Extrinsic Affective Simon Task where they again associated pictures of the victim with good and bad words. In each study, justice outcome affected implicit victim evaluations such that participants who learned justice was not served implicitly devalued the victim compared to participants who learned justice was served. Similar derogation effects were not found for implicit evaluations of other teenagers in the bullying episode. Self-report measures of the victim's character did not show similar derogation effects as a function of justice outcome, and the relations between implicit and explicit victim assessments were weak across studies. The implications of the findings are discussed in terms of Lerner's "intuitive" versus "normative" senses of justice.

#### C118

**WHEN ACQUIRED POSITIVE SOCIAL IDENTITIES BOOST PERFORMANCE: A STUDY OF STEREOTYPE SUSCEPTIBILITY** *Andrew Bordeaux, Joan Chiao, Anna Shusterman, Nalini Ambady*; Harvard University – Previous work on stereotype susceptibility has shown that while the activation of negative social identities can hinder academic performance, the activation of positive social identities can improve aca-

ademic performance. But this work has considered only identities that are unmalleable or intrinsic to a person, for example, race and gender. In the present work, we compared the effects of the activation of an intrinsic identity (ethnicity) and a socially-constructed identity (school affiliation) on the academic performance of 7th and 8th grade students. All participants were African American and Latino students from a prestigious Charter School with primarily minority students. Students were randomly assigned to one of two conditions. Those in the first condition (ethnicity) wrote a brief essay on the importance of their cultural identity and what meaning their heritage had to them. Those in the second condition (school affiliation) wrote a similar essay focusing on the importance their school had in their lives. All students were then given a section of a standardized math and reading test. Then, a students answered questions regarding their academic identification and implicit theories of intelligence. Students who were primed with their school identity answered more questions correctly than students primed with their ethnic identity. Moreover, students in the school identity condition reported greater academic identification relative to those in the cultural heritage condition. These results suggest that the activation of acquired identities can boost academic performance and offset the debilitating effects of negative ethnic and cultural stereotypes.

#### C119

**STEREOTYPING AND STANDARD SETTING FOR MOTHERS AND FATHERS IN THE WORKPLACE** *Kathleen Fuegen<sup>1</sup>, Elizabeth Haines<sup>2</sup>, Monica Biernat<sup>3</sup>, Kay Deaux<sup>4</sup>*; <sup>1</sup>Ohio State University, <sup>2</sup>William Patterson University, <sup>3</sup>University of Kansas, <sup>4</sup>City University of New York Graduate Center – This research examined how gender stereotypes interact with roles women and men adopt (i.e., parenting roles) to affect judgments of job-related competence. We examined competing predictions from social role theory and the shifting standards model. Social role theory predicts that perceptions of mothers and fathers will be driven by parental role. The shifting standards model predicts that, because men and women are judged according to different standards, parental role will polarize judgments of men and women. Participants evaluated a male or female applicant seeking employment as an attorney. The applicant was either single or married with two children. Participants indicated the performance standards they would require for hiring the applicant and whether they would hire the applicant. They also judged the applicant's commitment to the job and whether the applicant would be promoted. An Applicant Gender X Parental Status ANOVA revealed a main effect of Parental Status on hiring: parents were less likely to be hired than non-parents. A significant interaction emerged on hiring standards, job commitment, and promotion likelihood. A mother was held to higher pre-employment standards than a father, was perceived as less committed than a non-parent woman, and was judged a poorer candidate for promotion relative to non-parent applicants. Results support the shifting standards model. Parental role overrode gender stereotypes in hiring decisions, but these factors combined to produce harsher judgments of mothers relative to fathers on standard setting, commitment, and promotion decisions. Motherhood diminished women's job-related competence, though men's job-related competence was unharmed by fatherhood.

#### C120

**READING THE ENEMY'S HISTORY: LEVELS OF PERSPECTIVE-TAKING IN INTERGROUP CONFLICT** *Alison Kaufmann<sup>1</sup>, Cynthia Frantz<sup>2</sup>*; <sup>1</sup>New York University, New York, <sup>2</sup>Oberlin, Oberlin, OH – Violent group conflicts inevitably involve group biases that hinder conflict resolution. Perspective-taking is a potentially effective tool for ameliorating intergroup biases. However, this proposition has not been tested; nor does the literature recognize that different kinds of perspective-taking might lead to dissimilar outcomes. This study examines whether instructing individuals to focus upon different aspects of an outgroup member's perspective has differential effects on ingroup-outgroup biases in an

intergroup conflict. 77 undergraduates completed a questionnaire on attitudes toward the United States and toward Arab Muslims (Time 1). Several weeks later (Time 2) participants read an article describing Arab Muslim-United States relations leading up to and including September 11th. Participants were randomly assigned to a no-perspective-taking control condition, or to one of three perspective-taking conditions. The first perspective-taking condition wrote about the public agenda (political goals, priorities, and conclusions) that an Arab Muslim might have. The second focused on an Arab Muslim's beliefs and emotions, while the third focused on situational factors that might have shaped an Arab Muslim's perspective. Participants then filled out the attitude scales again. Results yielded a significant effect of condition on attitudes,  $F(3,57) = 2.728, p = .05$ . Situational perspective-takers showed a significantly greater reduction in ingroup-outgroup bias than either controls,  $F(1,25) = 5.494, p < .05$ , or public agenda perspective-takers,  $F(1,25) = 6.208, p < .05$ . These results show that perspective-taking can decrease ingroup-outgroup bias in intergroup conflict, but that this outcome depends upon the kind of perspective-taking on which individuals focus.

#### C121

**WHAT, WHEN, AND FOR HOW LONG? ANOTHER LOOK AT JUDGMENTAL ACCURACY FROM THIN SLICES OF THE BEHAVIORAL STREAM** *Dana R. Carney, C. Randall Colvin, Judith A. Hall*; Northeastern University – This study examined the effects of content domain (e.g., affect, personality trait, intelligence), location of excerpt from the behavioral stream, and exposure length on accuracy in person perception. In two phases of research with multiple sources of data as accuracy criteria (self-report, friend-ratings, parent-ratings, behavioral, and performance), the judgmental accuracy of 334 judges each of whom watched and rated 10 target persons on 11 states/traits/abilities was investigated. Consistent with our predictions, some variables (positive and negative affect, interactional enjoyment, extraversion, conscientiousness, agency, and IQ) were assessed accurately at 5s; however, other variables (neuroticism, openness, agreeableness, and communion) required much more exposure time. Accuracy significantly increased with exposure time; and beyond 60s there was little gain in accuracy. Judges were most accurate when rating later segments of the behavioral stream when targets had likely acclimated to the behavioral context. Overall, 60s segments from any point in the behavioral stream offered the most useful information allowing the achievement of a stable and robust accuracy coefficient for all judgment variables. The oft-made statement that people can quickly make accurate assessments about others is not applicable to all judgment variables, and is further qualified by additional contextual and contextual X exposure-length factors. The current research also offers details about the conditions that must be met in order to make such a statement, and offers practical advice to researchers studying person perception.

## D1 ORIGINS AND CONSEQUENCES OF GOAL-SETTING STRATEGIES

*Heidi Grant, Gabriele Oettingen, Peter Gollwitzer; New York University* – Individuals can use different self-regulatory strategies to set themselves goals. They can mentally elaborate both the desired future and the negative reality standing in its way (mental contrasting), or they can elaborate only the desired future or only impeding reality (Oettingen, 1999). While mental contrasting of future and reality leads to strong goal commitments when expectations are high, and to weak goal commitments when expectations are low, the two non-contrasting strategies lead to moderately binding goals that are independent of expectations (Oettingen, Pak, & Schnetter, 2001). In the present series of studies we examined chronic mental contrasting and both its consequences (i.e., academic achievement) and origins (i.e., parenting styles). As mental contrasting forces people to take a strong stand on where to invest (i.e., to form strong goal commitments for promising projects as well as to relinquish goal commitments for unpromising projects), it should lead to more efficient management of one's resources and better performance than non-contrasting strategies. Accordingly, we found that chronic mental contrasting was positively related to students' college GPA. In addition, we looked at the possible developmental origins of chronic mental contrasting. Responsive parenting refers to actions which intentionally foster individuality, self-regulation, and self-assertion by being attuned, supportive and acquiescent to the child's special needs and demands. We predicted and found that chronic mental contrasting was positively related to perceptions of parents' (specifically, mothers') responsiveness. Interestingly, mental contrasting significantly mediated the relationship between perceived responsive parenting and students' academic success.

## D2 THRESHOLDS OF CONSCIOUSNESS: INFLUENCES OF PRIVATE SELF-CONSCIOUSNESS AND SELF-RELEVANCE

*Laurie Slone<sup>1</sup>, Jay G. Hull<sup>1</sup>, Daniel Lehn<sup>2</sup>; <sup>1</sup>Dartmouth College, <sup>2</sup>Coe College* – Two studies reveal differential "thresholds of consciousness" as a function of Private Self-consciousness. Following Cheesman and Merikle (1984), we distinguish two thresholds of consciousness. Above a subjective threshold, individuals can report the presence of a stimulus. Below this subjective threshold but above an objective threshold, individuals cannot report the presence of a stimulus but are above chance on direct measures of its presence (e.g., guessing whether the target was a word or non-word). Below this objective threshold, individuals perform at chance on direct measures, but may show indirect consequences of having been exposed. Using these definitions, Private Self-consciousness was predicted to be associated with both lower subjective and lower objective thresholds for self-relevant stimuli. In Study 1, self-relevant words, non-self-relevant words, and non-words were presented in a lexical decision task under various degraded conditions (masked target presentation times 48 - 108 msec). Results indicated that the subjective threshold for self-relevant words was moderated by Private Self-consciousness. High self-conscious individuals were more accurate at reporting self-relevant than non-self-relevant targets. This was particularly true for individuals high in the Private Self-consciousness subscale of Internal State Awareness. In Study 2, the same stimuli were presented under even more degraded conditions (masked target presentation times 12 - 48 msec). Results indicated that individuals high in Internal State Awareness showed greater accuracy on lexical decisions for the presence of self-relevant than non-self-relevant words despite the fact that few participants showed any ability to report the presence of any stimulus.

## D3 IMPLICIT STEREOTYPING OF ADOLESCENTS

*Elisheva Gross, Curtis Hardin; University of California, Los Angeles* – Adolescents are commonly considered rebellious, risky and moody, and two experiments demonstrate that these beliefs operate both explicitly and implicitly as stereotypes. In Experiment 1, participants exhibited both explicit and

implicit endorsement of the adolescent stereotype. Moreover, explicit endorsement of adolescent stereotypes predicted explicit judgment of the rebelliousness of a 17-year-old but not a 71-year-old. Although adolescent stereotyped words were more easily associated with adolescents than adults on an implicit association task, this did not predict explicit judgment of either the adolescent or elderly target. In Experiment 2, subliminal exposure to adolescent stereotype-relevant words increased subsequent rebellious judgments of a 17-year-old but not a 71-year-old. Together these findings are the first to demonstrate that (a) adolescent stereotypes exist implicitly as well as explicitly, (b) explicit stereotypical beliefs about adolescents discriminately influence judgments of adolescents, and (c) adolescent stereotypes affect explicit judgment of adolescents unintentionally and unconsciously.

## D4 EXPLORING THE CONCEPT OF CLOSENESS: AN EXAMINATION OF THE INCLUSION OF OTHER IN THE SELF SCALE

*Erin L. Williams<sup>1</sup>, Caryl E. Rusbult<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>University of North Carolina, Chapel Hill* – The Inclusion of Other in the Self (IOS) Scale (Aron, Aron, & Smollen, 1992) is a widely used measure in the relationships field, and is assumed to reflect the very positive sense of closeness that partners feel. The current research examines the scale to explore perceptions of the meaning of scores on this instrument. In Study 1, participants listed possible themes tapped by the IOS Scale. Participants perceived diverse themes to be relevant, including not only closeness, but also such themes as similarity, dependence, and loss of unique identity. In Study 2, participants rated their own relationships using the IOS Scale, with one of three sets of instructions for interpreting the scale (high scores reflecting greater closeness, no instructions, and high scores reflecting loss of unique self). Participants who were led to interpret the scale in terms of loss of unique self evidenced marginally lower scores than participants who were led to interpret the scale in terms of closeness. In Study 3, participants rated several themes regarding their "health," or desirability. Participants made health ratings at several points on the IOS Scale: very low, moderately low, moderately high, and very high. For nearly all themes, participants evidenced curvilinear patterns of healthiness, with greatest perceived health being evident for moderately high scores. This work provides further evidence that the IOS Scale is interpreted in a variety of ways, and provides initial data concerning the notion that there may be such a thing as "too much closeness" in a close relationship.

## D5 ELICITATION OF SOCIAL SUPPORT: THE NEGATIVE CONSEQUENCES OF EMOTIONAL SUPPRESSION

*Donna D. Whitsett<sup>1</sup>, Jane M. Richards<sup>2</sup>; <sup>1</sup>University of Washington, <sup>2</sup>University of Texas* – People often choose to downplay the emotions surrounding an upsetting event. What are the consequences of such emotional suppression for the elicitation of social support? Study 1, a correlational study, assessed whether individual differences in expressivity predict social support receipt. Using three distinct measures of emotional expressivity, emotional suppression was negatively correlated with receipt of social support. Study 2 tested whether emotional suppression exerts a causal effect on individuals' willingness to provide social support. Participants viewed a videotape of a target individual relaying a distressing life event. The individual's portrayal of distress differed in whether emotional cues (verbal and nonverbal) were suppressed or expressed, producing a 2 x 2 between-subjects design (verbal vs. nonverbal; suppress vs. express). After viewing the video, participants rated how much social support they would be willing to provide to the distressed individual. Results showed a significant main effect of nonverbal expressivity on social support. On average, participants were less willing to provide support to the nonverbally suppressive target. The main effect of verbal expressivity approached significance, with a trend toward less willingness to provide social support when the target was verbally suppressive. Further analy-

ses provided evidence for partial mediation of the effect of nonverbal suppression on social support provision. Specifically, participants in the nonverbal-suppress conditions perceived the target as needing less help and in turn were less willing to provide the target with social support. Results suggest that nonverbal emotional suppression discourages the elicitation of social support by removing outward signals that help is needed.

#### D6

**"LOVE: MORE THAN JUST A FEELING?"** *Bianca Acevedo, Arthur Aron; State University of New York at Stony Brook* – Many social scientists and laypeople refer to love as an emotion. However, Roussar (1990) proposed that love is a type of valuing, and thus different from basic emotions. His research revealed that when participants were asked to check emotion words on a list, they reported experiencing more emotions as a result of loving someone compared to basic emotions (joy, anger, sadness, and fear). For example, his participants checked a mean of 30.6 emotions for love but only 20.4 for sadness (effect size = 1.08). However, Shaver et al. (1987) proposed that love is a basic emotion if one considers moments of love. Thus, we replicated Roussar's study, but modifying it so that participants were asked to check the emotions they experienced as a result of a specific moment of love or sadness (order was counterbalanced;  $N = 98$ ). Under these conditions, the mean number of emotions checked were nearly identical for love (17.0) and sadness (16.4) conditions (95% CI for difference,  $- .8, 1.7$ ; power for a medium effect size  $> .99$ ). These results suggest that single moments of love are similar to basic emotions. Thus, the general concept of love may not fit the model of emotions in that it lasts over time and engenders more emotions than other basic emotions. However, consistent with Shaver's argument, single moments of love appear to be similar to emotions in the number of emotional experiences they generate. Additional results are also presented, plus a discussion of possible alternative explanations.

#### D7

**INTERPERSONAL CONTACT AND MOTIVATION MODERATE IMPLICIT AND EXPLICIT ATTITUDES TOWARD GAY MEN** *Kristi M. Lemm; Western Washington University, Bellingham, WA* – A correlational study explored the role of intergroup contact and motivation to respond without prejudice on heterosexuals' expression of explicit and implicit (unconscious) bias against gay men. Forty-six male and 46 female heterosexual undergraduates completed an explicit measure, the Attitudes Toward Gay Men scale (Herek, 1984). To assess implicit attitude, participants completed an Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) constructed to assess participants' relative strength of association between the concepts gay paired with good versus gay paired with bad. In addition, participants indicated the degree to which they were motivated to respond without prejudice, whether for internal, personal reasons, or external, social reasons, using a modified version of Plant and Devine's (1998) motivation scale. They also indicated the extent of contact they have with homosexual people. Participants who reported having more relationships and closer relationships with gay, lesbian, or bisexual people tended to exhibit more favorable attitudes toward gay men on the implicit as well as the explicit attitude measure. More favorable attitudes were also related to greater self-reported motivation to be non-prejudiced, but only motivation stemming from sources internal to the individual. Multiple regression analyses showed that contact and motivation explain unique variance in attitude but that motivation is a relatively stronger predictor. The results are interpreted to suggest that implicit and explicit prejudice may be reduced through motivation coupled with positive contact experiences.

#### D8

**A CONCRETELY-DEFINED GOAL- AND RESOURCE-BASED NEURAL NETWORK MODEL OF PERSONALITY** *Brian Monroe, Stephen J. Read, Aaron Brownstein, Dayan Gandhi, Yang Yu; University of Southern California* – We present an extension of Read and Miller's (2002) "virtual personality" model, with significant new conceptual additions and detail. The model implements a localist representation, using the interplay of situational input features, goals organized into two layers: a Behavioral Approach (BAS) and Behavioral Inhibition System (BIS), and personal resources (e.g. skills, abilities), to produce a behavioral output. Features of the model have been defined quasi-realistically so that the simulations can be interpreted concretely. Traits were represented as differing patterns of biases (i.e. chronic excitations) across the 16 goal units (e.g., avoid failure) and 14 resource units (e.g., wit). Work and play situations were defined as differing patterns of inputs on the 29 situational features (e.g., computer, alcohol). Thus, the behavioral output of the network (e.g., tell jokes, work hard) is driven by two forms of input: situational feature input and trait (goal and resource bias) input, capturing the joint influence of situation and personality. We show that (1) different traits lead to different behaviors across identical situations, showing variability due to personality, (2) different situations lead to different behaviors, and (3) when situational inputs are sufficiently strong, traits do not moderate behavior. We show that personality variability can also be achieved through varying other system parameters, such as the sensitivity of the BAS and BIS systems. The behaviors output in each simulation fit naturally with an informal folk conception of the personality traits, demonstrating the promise of goal-based neural network models of personality.

#### D9

**INTRINSIC AND EXTRINSIC GOALS: THE 'WHAT' VERSUS THE 'WHY'.** *Mark Villacorta, Jennifer Crocker; University of Michigan* – Past research has demonstrated that one's reasons for goal pursuit affect subjective well-being (SWB; Ryan & Deci, 2000). Specifically, SWB is positively predicted by autonomously chosen goals and negatively predicted by controlled goals. Other research suggests that holding certain classes of goals as important will differentially affect SWB (Kasser & Ryan, 1996). Specifically, an excessive focus on 'extrinsic' goals, such as financial success, fame, and attractiveness, is detrimental to one's SWB. In contrast, focusing on 'intrinsic' goals, like relationships, self-acceptance, and community involvement, facilitates SWB. Past research also suggests that basing one's self-esteem on particular domains may be detrimental to one's mental health (Crocker et al., 2002). The current study measured the importance of pursuing intrinsic and extrinsic goals, the relative autonomy and self-esteem contingencies associated with each goal, and levels of SWB. Separate regression analyses replicated the effects of both relative autonomy of goal pursuit and extrinsic and intrinsic goals on SWB. In addition, a mediational analysis suggested that the effects of intrinsic goals on SWB is mediated by the relative autonomy of those goals. Interestingly, this was not the case for extrinsic goals, suggesting different mechanisms for different goals. Finally, it was shown that basing one's self-esteem on intrinsic goals predicts SWB, while basing self-esteem on extrinsic goals negatively predicts SWB, but both were associated with feelings of tension. Results suggest that it may important to take into account both relative autonomy and self-esteem contingencies when examining the effects of intrinsic and extrinsic goal pursuit on well-being.

#### D10

**WHAT'S BIASED IN THE OWN-RACE BIAS IN FACE RECOGNITION – ATTITUDES OR EXPERTISE?** *Jennifer H. Pfeifer, Matthew D. Lieberman, Georgia Scheele, Helen Simon, Alvin Law; UCLA* – Adults recognize faces of their own race better than faces of other races, a robust phenomenon known as the own-race bias in face recognition (Malpass & Kravitz, 1969). Despite being studied for over thirty years, little has been convincingly demonstrated about its correlates, perhaps in part

because studies address few correlates simultaneously or adequately. This study used a within-subjects design to examine predictors of the own-race bias including explicit and implicit attitudes, interracial contact and friendships, and expertise in visually encoding own- and other-race faces. In accordance with the prevailing views and most recent meta-analyses (e.g., Meissner & Brigham, 2001), we expected that differential expertise in visually encoding faces and frequency of interracial contact would be the strongest predictors of own-race bias. While subjects exhibited levels of own-race bias equal to those reported in meta-analyses (using Cohen's *d*), the study demonstrated that expertise in visually encoding own- and other-race faces could not account for the own-race bias, as expertise did not differ by race-of-face. Instead, explicit and implicit attitudes, quality of interracial contact, and close interracial friendships were significant predictors of the own-race bias. As one of only four studies addressing differential expertise and two studies addressing implicit attitudes as predictors of the own-race bias, these results highlight the importance of factors downplayed in recent own-race bias research, such as attitudes. Further, this study suggests that explanations for the own-race bias relying on differential expertise should be reconsidered.

**D11**  
**AMBIVALENT ATTITUDES: STRONG AND ACCESSIBLE. SHOWING THE STRUCTURE UNDERLYING AMBIVALENT ATTITUDES, USING IMPLICIT ASSOCIATION MEASURES** Yaël

*de Liver, Daniël Wigboldus, Joop van der Pligt; University of Amsterdam* – Ambivalent attitudes are defined as attitudes with strong positive and negative associations. These simultaneous associations are thought to have consequences for accessibility and information processing. So far however, the specific associative structure of ambivalent attitudes has not been tested directly. In the present studies we show that ambivalent attitudes consist of both strong positive and negative associations, using diverse implicit association measures. We also present evidence against the idea that ambivalent attitudes are necessarily less accessible. In Study 1, using a Single-Target-IAT (Wigboldus et al., 2001), we show that ambivalent attitudes, in contrast to non-ambivalent attitudes, are indeed characterized by simultaneous positive and negative associations. In Study 2 we used a modified version of the EAST (De Houwer, 2001) to show that reaction times for ambivalent attitude objects were consistently faster than those for neutral attitude objects, indicating that the positive and negative associations for ambivalent attitudes are strong. The data of Study 2 also suggest that ambivalent attitudes are not necessarily less accessible. More evidence for this idea is presented in Study 3, where we found that the overall evaluation of ambivalent attitudes is only slow when a bipolar scale is used. On unipolar scales ambivalent attitude objects are evaluated as fast as non-ambivalent objects. Together, these results show convergent evidence for the structure of ambivalent attitudes and counter the implicit or explicit assumption that ambivalent attitudes are “weak” attitudes.

**D12**  
**SEX DIFFERENCES ON THE LEVEL OF EMOTIONAL AWARENESS SCALE IN THE CONTEXT OF EXPERIENCE SAMPLING** Vivian

*Sotomayor, Eliza Bliss-Moreau, Lisa Feldman Barrett; Boston College* – Women consistently outperform men on the Level of Emotional Awareness Scale (LEAS; Lane, Quinlan, Schwartz, & Zeitlin, 1992), suggesting that women are more emotionally complex when compared to men. We have previously presented findings at SPSP to indicate that this sex difference is not due to accessibility differences or motivational set. Here we test the hypothesis that LEAS performance may be affected by ongoing emotional experience. Participants in three experience sampling studies lasting between 4 to 6 weeks completed the LEAS. In Study 1, participants completed the LEAS at the conclusion of the experience-sampling observation period. No sex differences were observed, suggesting that observing and reporting one's experience 10

times per day for a moderate period may have affected LEAS performance. This was directly tested in Study 2, where participants completed the LEAS both at the beginning (T1) and at the end (T2) of the sampling period. Contrary to prediction, sex differences were not observed at T1 but were observed at T2. These results suggest that the ESP affected subjects LEAS scores, however not in the direction that was predicted based on Study 1. In Study 3, participants completed the LEAS at the end of the sampling period, but we also measured a series of potential moderators through the sampling procedure. Sex differences were observed in Study 3, we identified self-complexity and working memory capacity as significant moderators of those sex differences.

**D13**  
**GENDER, AUTHORITY, AND SOCIAL SUPPORT IN THE WORKPLACE** Catherine Taylor; Cornell University

– Several theorists have argued that women in leadership positions challenge gender norms and thus experience higher levels of prejudice than other workers (Eagly & Karau, 2002; Glick & Fiske, 2001). Furthermore, Eagly and Karau (2002) posit that for women in positions of authority in traditionally male-dominated occupations, the incongruity between the traditional female role and the leadership role is highly visible. If this is so, women in leadership positions in male-dominated occupations will experience higher levels of prejudice than women in leadership positions in female-dominated occupations. This study tested the hypothesis that higher levels of prejudice will also manifest in lower perceptions of social support at work. The research was conducted using nationally representative data gathered from 2078 workers in 1995. To test the effect of the increased salience of gender in the workplace, female workers in male-dominated occupations were identified using occupation-level indicators. Results indicated that female supervisors in male-dominated occupations experience lower levels of social support at work than other workers. Analyses yielded a significant (with an alpha level of .05) three-way interaction between gender, level of authority in the workplace, and gender composition of the workplace. Women in positions of authority in male-dominated occupations reported lower levels of social support at work than their female counterparts in positions of authority in occupations that were not male-dominated. Alternative explanations for these findings were ruled out by accounting for covariation with other variables which may have been confounded with the perception of social support at work.

**D14**  
**DECREASING PSYCHIATRIC SYMPTOMS BY INCREASING CHOICE IN SERVICES FOR ADULTS WITH HISTORIES OF HOMELESSNESS** Ronni Michelle Greenwood, Nicole J. Schaefer, Gary Winkel, Sam Tsemberis; CUNY Graduate Center, New York

– Despite the trend in homelessness intervention to incorporate philosophies and practices designed to increase consumer choice in psychiatric treatment and housing, there is little evidence that such choice enhances psychological outcomes. We tested the hypothesis that greater consumer choice is associated with lower psychiatric symptoms, and that this relationship is mediated by personal control (mastery). For three years, at six-month intervals, 197 homeless and mentally ill adults, who were randomized into one of two conditions, "Housing First" or "treatment as usual," completed measures assessing proportion of time homeless, perceived choice, mastery, and psychiatric symptoms. Results of a mediational growth curve analysis indicate a direct relationship between Housing First and decreased homelessness and increased perceived choice; the effects of choice on psychiatric symptoms were partially mediated by mastery. The strong and inverse relationship between perceived choice and psychiatric symptoms support the further development and extension of intervention programs that increase consumer choice, thereby enhancing mastery and decreasing psychiatric symptoms, is warranted.

**D15****INTEROCEPTIVE SENSITIVITY AND REPORTS OF EMOTIONAL EXPERIENCE**

*Eliza Bliss-Moreau<sup>1</sup>, Lisa Feldman Barrett<sup>1</sup>, Karen Quigley<sup>2</sup>, Keith Aronson<sup>3</sup>, <sup>1</sup>Boston College, <sup>2</sup>UMDNJ- New Jersey Medical School, <sup>3</sup>The Pennsylvania State University* – Individuals differ in the degree to which they emphasize feelings of activation or deactivation in their verbal reports of emotional experience. This emphasis is referred to as Arousal Focus (AF; Feldman, 1995). In two multi-method studies, we demonstrate a link between AF and an increased ability to perceive somatovisceral cues, called interoceptive sensitivity. Participants took part in two experience sampling studies during which they rated their momentary experience using emotion terms (from which AF was calculated). In addition, participants completed a modified Whitehead heartbeat detection procedure where tones were presented synchronously or asynchronous with heartbeats (prior to experience sampling in Study 1 and after experience sampling in Study 2). We used Signal Detection Theory (Green & Swets, 1966) to distinguish between interoceptive sensitivity (i.e., accuracy in judging synchronous trials) and response bias (i.e., the tendency to judge trials as synchronous or asynchronous). In both studies, AF was significantly correlated with sensitivity: Study 1,  $r=.23$ ,  $p<.05$ ; Study 2,  $r=.23$ ,  $p<.05$ . AF was not related to response bias. Furthermore, the relationship between AF and interoceptive sensitivity was not accounted for by several other variables (e.g., attention to arousal dimension of words). Implications for the validity of self-reported emotion and theories of emotional experience are discussed.

**D16****PSYCHOMETRIC ANALYSIS OF TRADITIONAL AND ALTERNATIVE IMPLICIT ASSOCIATION TESTS**

*Charlene Christie<sup>1</sup>, Hart Blanton<sup>2</sup>, <sup>1</sup>University at Albany, <sup>2</sup>University of North Carolina at Chapel Hill* – The implicit association test (IAT) has been utilized in numerous experiments studying the impact and nature of implicit attitudes. Unfortunately, no formal psychometric model has yet been advanced to interpret past findings and this introduces considerable ambiguity into the research literature. We carried out a psychometric investigation of the IAT designed to assess implicit racial attitudes toward European-Americans and African-Americans (“Race IAT”). This was done by looking at the test’s factor structure and at the information integration rules that determine how an individual’s attitudes toward these two social categories are combined to determine their IAT score. An analysis utilizing structural equation models revealed that the Race IAT measures two distinct latent constructs (i.e., “compatible” and “incompatible” attitudes). These two constructs do not combine into a single factor and so interpretation of a single “IAT score” based on the difference between these two distinct factors is tenuous. Analyses of the integration techniques revealed that each factor is contaminated by a person’s implicit attitudes for both European-Americans and African-Americans. The ambiguities that result are discussed. In response, we also introduce new implicit measures designed to isolate the separate implicit attitudes toward the two groups in the Race IAT. Our findings illustrate problems inherent in the IAT format and offer guidance for the development of a new class of implicit association measures.

**D17****THE ROLE OF SELF-RELEVANCE IN IMPLICIT SELF-ENHANCEMENT**

*Megumi Komori, Koji Murata, Hitotsubashi University* – Previous studies have shown that people have general preference for the letters in their own names to the letters not included in their names. Recent study suggested that this name letter effect is the product of unconscious self-regulation, which people under the threat use to enhance themselves. This study examines if relevance of threat procedure to the self moderates this implicit self-enhancement. It was expected that participants assigned to threatening task in self-relevant condition would receive highest threat, thus would demonstrate more elevated liking for their initials than those assigned to less threatening

task. In less relevant condition, however, participants would not differ in liking for their initials, regardless of the task assignment. Two hundred and thirty-two female students who majored in Music engaged in the experimental task (quiz) and then rated their liking for alphabetical letters (English) or hiragana (Japanese). The quiz was either self-relevant (musical) or not (mathematical), and threatening (highly difficult) or not (easy). As a result, name-letter effect was significant in both family and first name initials. We added the participant’s explicit self-esteem (high or low) to the factors and performed a 2X2X2 ANOVA. Participants under self-relevant threat who rated hiragana significantly enhanced the first name initial liking more than those with less threat. There was also a significant main effect of participant’s explicit self-esteem. These results support the notion that implicit egotism indicated here through name-letter effect may represent a form of unconscious self-enhancement.

**D18****ASSORTATIVE MATING IN NEWLYWED COUPLES: A COUPLE-CENTERED APPROACH**

*Shanhong Luo, Eva Klohnen, David Watson; The University of Iowa* – The variable-centered approach (VCA) has been the dominant approach in the study of assortative mating. A typical procedure of the VCA is to calculate a correlation across all husband-wife pairs on a particular variable (e.g., extraversion). A substantial correlation is considered as evidence for assortative mating in this domain. In this study we took a couple-centered approach (CCA): for every couple we correlated the husband’s scores on all items in a domain with his wife’s scores on the same items. The CCA has several advantages over the VCA: (1) CCA takes the profile similarity on all items in a domain into consideration; (2) it allows us to examine differential couple similarity among couples; and (3) the within-couple similarity correlations can be easily related to relationship outcome variables, such as marital satisfaction. Following the CCA, we conducted a comprehensive analysis of assortative mating in a sample of 291 newlywed couples on a broad range of variables. Considerable variability in couple similarity was observed in every domain. Compared to randomly paired couples, real couples showed greater similarity on political attitudes, values, religiousness, and emotionality; no assortment was found on attachment, ego resiliency, disinhibition and the Big Five. Husbands’ and wives’ marital satisfaction was predicted by couple similarity on the Big Five, attachment, emotionality, ego resiliency, and disinhibition, but not by similarity on values, religiousness and political attitudes. Couple similarity was not related to relationship length, suggesting initial assortment rather than convergence over time.

**D19****THE EFFECTS OF STEREOTYPE STRUCTURE ON RACIAL PREFERENCE**

*Craig Johnson, Bruce Blaine, Pamela Parris, Daniel Paratore; Hofstra University* – Several characteristics of the structure of stereotypic knowledge were examined as possible predictors of behavior toward the stereotyped group. Borrowing from procedures designed to assess the structure of the self (e.g., Linville, 1987; Showers & Kevlyn, 1999), participants ( $N = 91$ ) were provided with 48 traits (half positive and half negative, including 10 positive stereotypic and 10 negative stereotypic) and asked to sort those traits to capture their representation of the typical African-American. More specifically, they were asked to form piles of traits that go together, where each pile of traits describes an aspect of African-Americans or their life. Following the card sort, they were led to believe they would be participating in a team creativity task and were asked to rank order their choice of partner from a group of 5 individuals (which included two African-Americans). They also completed an attribution measure and the Katz and Hass (1988) racial attitudes scale. Regression analyses incorporating a variety of existing structure related indices (e.g., complexity, compartmentalization) revealed that the percentage of negative attributes in the sort was the strongest predictor of biased partner rankings: the higher the percentage of negative attributes, the lower the rankings of African-Americans as possible partners. The



percentage of negative stereotypic attributes included was particularly predictive of partner preference, whereas the percentage of positive stereotypic attributes included was not predictive. Complexity and compartmentalization were not significant predictors. Additional measures of stereotype structure as predictors of racial preferences are explored.

**D20****THE ROLE OF PERSONS AND SITUATIONS IN LAY PREDICTIONS OF BEHAVIOR: JUDGE AND INFORMATION EFFECTS**

*Kristin M. Saunders, Heather M. Reimer, R. Michael Furr, W. Matthew Howe, Jeremiah D. Angel; Appalachian State University, Boone, NC* – Research in attribution theory, impression formation, and personality judgment examine how people explain events that have occurred and how people assemble behavioral information into judgments about others, but little research has explicitly explored how information is used to predict future social behaviors. We examine the degree to which different kinds of information guide behavioral predictions, the kind of information that people believe is relevant to behavioral predictions, and the individual differences associated with the perception and use of specific kinds of information. In Study 1, participants completed the Attributional Complexity scale (ACS) and made behavioral predictions for scenarios describing a person (e.g., anxious vs relaxed) in some situation (interview vs chatting with friend). For each scenario, we determined the degree to which each participant's predictions were driven by dispositional, situational, or interactionist distinctions. Predictions were strongly driven by dispositional distinctions, but the use of situational information was correlated with AC. In Study 2, participants completed the ACS and responded to a question probing what they would "want to know to predict the degree to which a particular person would do a particular behavior in a particular situation." By far, most responses were coded as dispositional. Further, high AC males listed fewer dispositional items and more situational and behavioral items than low AC males. In sum, there appear to be reliable individual differences in the ways in which people form predictions about others' social behaviors. Future research can evaluate the meaning of these differences and their links to predictive accuracy.

**D21****THE POWER IN YOUR HAND: MAKING A FIST INFLUENCES CONCEPTUALIZATIONS OF ENVIRONMENT AND SELF**

*Thomas W. Schubert; University of Jena* – Conflicts can escalate until others are threatened or coerced with physical force. How does using physical force influence the actors themselves? Bodily feedback theories argue that performing behavior can, without conscious awareness, activate congruent mental representations, and thereby influence feelings and conceptualizations. Thus, physical force may influence concepts it is associated with. Importantly, using physical force has different meanings for men and women: Men see it more than women as instrumental to gain power, while women associate it more than men with expressing loss of power. It is therefore hypothesized that physical force facilitates constructions of environments as affording power and self as being powerful for men, but that it has opposite effects for women. These hypotheses were confirmed in three studies, in which participants were asked to make a fist as a manipulation of physical force (with a cover story that obscured its meaning). A neutral gesture was made in the control condition. Results demonstrated that making a fist interacted with gender in its effects on (1) perceptions of environments as affording power, measured by ratings of hope for power in hypothetical situations, (2) self-efficacy, measured by a self-report questionnaire, and (3) self-concept of control, measured by self-ratings on adjectives. Making a fist increased these variables for men, while it decreased them for women. This implies that the demonstration or use of physical force may feed back thoughts and feelings of power to men, but powerlessness to women.

**D22****JEALOUSY AS A "SELF" RESTORATION PROCESS: A QUALITATIVE INVESTIGATION**

*Patricia Raskin<sup>1</sup>, William Marelich<sup>2</sup>; <sup>1</sup>Scripps College, <sup>2</sup>California State University, Fullerton* – The purpose of this investigation was to assess how individuals protect and restore their sense of self during jealousy evoking episodes. A self-evaluation maintenance perspective (DeSteno & Salovey, 1996) was used to frame resulting jealousy, and was subsequently expanded to include restoration practices (i.e., coping strategies to restore the self). In-depth personal interviews were conducted with 38 jealousy-prone individuals (all currently in long-term dating relationships). Participants were asked to describe a recent jealous episode with their partners and their subsequent reactions. Qualitative analyses using multiple readings of interview transcripts (Strauss & Corbin, 1990) were used to derive emergent themes. Findings showed four themes linked to the self-maintenance and restoration process. Scene Exit was noted by efforts to leave the physical setting where the jealousy event occurred, thereby protecting the self by exiting the threatening scene. Some participants utilized Reality Anchoring, focusing on "getting in touch" with the self through various introspective means (e.g., writing poems, self contemplation). Fantasy Control was noted by participants deriving fantasies about physically abusing the interloper or taking some type of controlling action over the interloper or one's partner. A final theme showed individuals used External Attributions to blame their jealousy on entities/events beyond the self (e.g., earlier partner abandonment or broken trusts). These findings lend support to existing theoretical considerations that jealousy occurs as a form of self-evaluation maintenance, and includes a 'restoration' process. Further, issues of attribution, power, and control are introduced into the jealousy complex.

**D23****THE MULTIPLE ROLES OF SELF-AFFIRMATION IN PERSUASION**

*Pablo Briñol<sup>1</sup>, Richard Petty<sup>2</sup>, Ismael Gallardo<sup>1</sup>, Javier Horcajo<sup>1</sup>; Universidad Autonoma de Madrid, <sup>2</sup>Ohio State University* – Contemporary research has shown that self-affirmation can undermine resistance to persuasion. The dominant explanation for this phenomenon is that affirming oneself decreases the need to defend one's attitudes, leading to increased vulnerability to persuasion. The present research suggested a new explanation based on that idea that self-affirmation prior to a message can lead to enhanced confidence thereby and decreases the likelihood of careful information processing. As a consequence, we predicted and found that self-affirmation increased attitude change only when the arguments contained in the persuasive message were weak. Self-affirmation reduced persuasion for compelling arguments. The interaction of self-affirmation with argument quality supports the elaboration hypothesis by demonstrating that self-affirmation can either increase or reduce persuasion depending on the quality of the message. In addition, a separate study demonstrated that self-affirmation can influence persuasion by a different mechanism when it follows a persuasive message. In consonance with the self-validation hypothesis, when self-affirmation was induced after message processing, it affected attitude change by influencing the confidence with which cognitive responses to the message were held. Thus, self-affirmation can play different roles in persuasion depending on when it is introduced during the persuasion process.

**D24****EMERGING FROM THE CAVE: ATTRIBUTIONAL STYLE AND THE NARRATIVE STUDY OF IDENTITY IN MIDLIFE ADULTS**

*Jonathan Adler, Emily Kissel, Dan McAdams; Northwestern University* – It has been widely documented that individuals who explain negative life events with a depressogenic attributional style (internal, stable, global attributions) tend to have increased rates of depression and other poor psychological and physical outcomes. The Content Analysis of Verbatim Explanations (CAVE) has been used as a method of assessing attributional style in spontaneously generated causal attributions appearing in accounts of real events (Peterson & Seligman, 1983). In the current study,

72 full-length life story interviews (over 2000 single-spaced pages of transcribed interview text) obtained from midlife adults were coded with the CAVE technique for attributional style and also coded for the theme of contamination (scenes in which good events turn to bad outcomes, McAdams et al., 2001). While the depressogenic attributional style and contamination sequences proved to be unrelated to each other, both were shown to independently and significantly predict self-report depression, low life satisfaction, low levels of self-esteem, and poor physical health. As has often been the case for attributional style, it was the stable and global dimensions that accounted for variance in well-being measures, whereas the internal dimension did not itself prove to be a significant predictor. In addition, the depressogenic attributional style was correlated with the Big Five trait of neuroticism (but not the other four traits). This study forges possible connections between cognitive theories of depression and the narrative study of adult identity.

## D25

**STEREOTYPES AND COMPARISON GROUP SIZE** *Elizabeth C. Collins, Christian S. Crandall, Monica Biernat; University of Kansas* – When people make judgments on stereotypical dimensions they tend to use within group comparisons—the person is seen as good or bad on that dimension in relation to their ingroup, rather than in relation to a larger comparison group (Kobrynowicz & Biernat, 1997). But what comparison do people implicitly understand others to be making when they make judgments? We asked participants to guess the comparison a target was making when he made a judgment about himself. The study was a 3X2X2 design, in which we manipulated the race of a male target (African-American, White, or Asian-American), the dimension of judgment (Basketball or Mathematics), and his self-proclaimed ability on that dimension (Good or Bad). The predicted three-way interaction was significant,  $F(2, 389) = 5.08, p < .01$ . When the target was stereotypically good on the dimension (the African-American regarding Basketball and the Asian-American regarding Mathematics), but stated that he was “bad” at it, he was seen as comparing himself narrowly to his own group; but, when he said he was “good,” he was seen as comparing himself broadly (“all kids in the U.S.”), both  $ps < .01$ . The opposite was true for the groups not stereotypically good on the dimension (the White and Asian-American regarding Basketball and the White and African-American regarding Mathematics). This gives strong evidence that people rely on their stereotypes when trying to understand others’ judgments. They make the most plausible comparison, based on stereotypes of social groups.

## D26

**EFFECTS OF SOCIAL APPROVAL CONTINGENCY ON SELF-ESTEEM: CAUSE, CONSEQUENCE, OR MODERATOR?** *Edward Lemay, Richard Ashmore; Rutgers University* – The current longitudinal study examined several plausible theoretical models relevant to the relations between contingency of self-worth on social approval (social approval contingency), perceived regard from others, and self-esteem. These included 1) a selective-determinants model positing social approval contingency as moderator of perceived regard effects on self-esteem; 2) an autonomy model positing social approval contingency as cause of self-esteem; 3) a sociometer model positing perceived regard as cause of self-esteem; and 4) a top-down model positing self-esteem as cause of social approval contingency and perceived regard. One hundred fifty-eight participants completed measures of self-esteem (Rosenberg, 1965), social approval contingency (Crocker, Luhtanen, Cooper, & Bouvette, in press), and various facets of perceived regard from others. Measures were completed at two assessment points, separated by approximately 2 ½ months. Regression analyses revealed that perceived regard from others predicted concurrent self-esteem and longitudinal changes in self-esteem, regardless of initial levels of social approval contingency. Social approval contingency did not predict changes in self-esteem, although initial self-esteem predicted inverse changes in social approval contingency. Results support the sociometer model of self-

esteem as consequence of perceived regard, and the top-down model of approval contingency as consequence of self-esteem. Beliefs that self-esteem is not contingent on social approval appeared largely inaccurate, and a consequence of high self-esteem.

## D27

**SOCIAL SUPPORT REDUCES PHYSICAL PAIN** *Kent Harber, Karen Wenberg; Rutgers University at Newark* – Physical pain is not directly related to the severity of injury, but is instead moderated by mental states (e.g., Melzack, 1999), especially anxiety (Rhudy & Meagher, 2000). Anxiety, however, can be lowered by social support (Schachter, 1959). Together, these findings suggest that social support should reduce perceived physical pain, even when the pain source is held constant. The present research tests whether this is so. Participants (38 undergraduate women) first engaged in a guided imaging task in which they recalled a supportive friend (increased support), a person who betrayed them (decreased support), or an acquaintance they do not know well (neutral support). Next, all participants were exposed to a series of 7 incandescent-heat stimuli ranging in intensity from mild to moderate/severe. These stimuli were projected to the back of participants’ necks in a non-linear sequence. Participants rated the painfulness of each sample using a visual analogue scale, which is a standard pain index. As predicted, the groups differed in their pain ratings,  $F(2, 37) = 4.29, p < .02$ . Tukey post-hoc tests show that increased-support participants rated the heat samples as less painful than did the neutral-support participants,  $p < .02$ , and marginally less painful than did the decreased-support participants,  $p = .10$ . Neutral and decreased support conditions did not differ from each other. These effects are retained even after controlling for incidental mood,  $F(2, 33) = 3.50, p < .04$ . This study confirms that people experience less physical pain when supplied positive social support.

## D28

**POSITIVE PREJUDICE PROTECTION: HOW STEREOTYPICALLY COMPLIMENTARY RACIAL ATTITUDES CAN PROTECT HOSTILE ATTITUDES** *Alexander Czopp, Margo Monteith; University of Kentucky* – Although racial prejudice toward African Americans has largely been conceptualized as hostile and negative attitudes, a recent analysis of racial attitudes suggests that there also is a complementary set of subjectively positive (yet stereotypic and restrictive) attitudes toward Blacks (Czopp & Monteith, 2003). These positive attitudes relate to Black superiority in domains of athleticism, musical/rhythmic ability, and social/sexual prowess. Although superficially complimentary, these positive attitudes may be especially dangerous by serving a protective function that obscures and legitimizes more negative attitudes. That is, by expressing favorable stereotypic beliefs (e.g., Blacks are great athletes), people’s more antagonistic beliefs (e.g., Blacks are lazy) may appear less egregious to others and themselves. To examine the protective function of such “positive racism” 137 participants evaluated either a target who expressed both hostile & complimentary views toward Blacks (dual racist target) or a target who expressed only hostile views (negative racist target). Participants also completed an individual difference measure of their positive and negative racist attitudes. As expected, among more prejudiced participants, the dual racist target was perceived as more likable and less prejudiced than the negative racist target. These findings provide support to the notion that the complimentary tone of positive racism tempers the hostility of negative racism. Despite the fact that both targets expressed the same negative sentiments toward Blacks, the additional stereotypic admiration of positive racism served to diminish the perceived unfriendliness of the dual racist target.

## D29

**EMOTIONAL DISCLOSURE PROMOTES FORGIVENESS: II. THE ROLE OF LANGUAGE** *Karen Wenberg, Kent Harber; Rutgers University* – People feel closer to an offender after disclosing their hostility toward this person (Harber & Wenberg, 2003). The current research extends this finding in two important ways. It tests the prediction that

more hostile disclosures leads to greater closeness, and it replicates earlier research using a more stringent form of emotional suppression. Study 1. Writing protocols from Wenberg & Harber (2003) were analyzed by Pennebaker's (2001) LIWC text-analysis program. Hostile words extracted from this analysis were correlated to closeness ratings. As predicted, the number of hostile words was positively related to closeness ( $r = .56$ ), but only for participants in the offence/disclose condition. For participants in the hostile/suppress condition hostile language was negatively related to closeness ( $r = -.46$ ). The differences between these correlations is significant,  $z = 3.05$ ,  $p < .01$ . Study 2. Study 1 imposed suppression by preventing participants from disclosing emotions until after they rated closeness. This method, though necessary for content analysis, created possible confounds. Study 2 addressed these confounds by having all participants ( $n = 40$ ) write before rating closeness. Disclosure participants freely relayed their emotions, while suppression participants wrote only factually. Results reconfirmed our earlier research. Participants who disclosed hostility toward an offender felt closer to this person than did those who suppressed their emotions, or those who disclosed or suppressed feelings towards a neutral person,  $t(1, 36) = 2.64$ ,  $p < .03$ . These studies confirm that confronting hostility promotes closeness towards offenders, and that the relation between disclosure and closeness is reliable.

### D30

#### **ATTACHMENT-RELATED DIFFERENCES IN WORKING MEMORY**

*Robin Edelstein; University of California, Davis* – Central to attachment theory is the idea that individual differences in attachment are related to characteristic information-processing strategies (Bowlby, 1980). Consistent with this idea, research suggests that avoidant individuals (i.e., those uncomfortable with closeness and intimacy) have difficulty remembering material with attachment-related themes (e.g., separation, loss; Fraley et al., 2000; Mikulincer & Orbach, 1995). Little is known, however, about the mechanisms underlying avoidant individuals' memory deficits. Although it is thought that attachment-related information is defensively excluded at early stages of information processing, this hypothesis has rarely been directly examined (but see Fraley et al., 2000). In addition, because previous research has not compared memory for material varying in attachment-relevance, it is unclear whether avoidant individuals' memory difficulties are limited to attachment-related material, or whether they extend to other types of information. In the present study, attachment-related differences in working memory (WM) capacity were examined. WM is an important gateway to long-term memory retention and retrieval (Miyake & Shah, 1999); thus, deficits of long-term memory may be the result of initial failures to fully process information in WM. Three versions of a WM capacity task were used, including either attachment-related, emotional (but not directly related to attachment), and neutral words. Consistent with previous research, avoidant individuals showed memory deficits on the attachment-related task, suggesting that information may have been excluded at early stages of information-processing. Avoidance was unrelated to WM capacity in the emotional and neutral conditions, however, suggesting that avoidant individuals' memory difficulties may be specific to attachment-related material.

### D31

#### **TRY A LITTLE HAPPINESS: UTILIZING EMOTIONAL CONTAGIONS.**

*James E. Winchup, Chad Leever, Helen C. Harton; University of Northern Iowa* – Depression can spread across roommates and romantic partners (e.g., Doherty, 1998). Less research, however, has examined the contagion of positive moods (Pugh, 2001) or the effects of arousal (Schachter & Singer, 1962) on contagion in small group settings. In this study a confederate with a positive or negative mood interacted with participants on a task. We expected that both positive and negative moods would spread and that arousal would intensify this effect. College students, in groups of three or four (plus a confederate), were randomly

assigned to a positive or negative mood condition and an arousal or non-arousal condition. Participants completed pretest measures and either jugged in place (arousal condition) or completed a personality questionnaire (non-arousal condition). Then the confederate was "randomly" assigned to be the group leader for a cooperative task and displayed a consistent positive or negative mood throughout the 15 minute interaction, after which participants completed posttest measures. Participants in the positive mood condition reported an increase in joviality after the group interaction, whereas participants in the negative mood condition tended to report increased sadness. Groups in the positive mood condition also performed better on the task and reported greater group cohesion than those in the negative mood condition. Arousal did not affect mood contagion. Reassurance seeking and emotional expressiveness also had no effect on mood. This research suggests that groups with a single happy member will not only report greater feelings of happiness, but may also perform better and have a greater sense of group belonging.

### D32

#### **THE RELATIONSHIP BETWEEN DEPRESSION AND COGNITIVE REPRESENTATIONS OF SELF-CRITICISM AND SELF-REASSURANCE**

*Jodene Baccus<sup>1</sup>, Paul Gilbert<sup>2</sup>, Mark Baldwin<sup>1</sup>, Chris Irons<sup>2</sup>, Martin Clark<sup>2</sup>; <sup>1</sup>McGill University, <sup>2</sup>University of Derby* – Research has shown that people who are self-critical tend to be more depressed than people who self-reassure. However, the cognitive mechanisms underlying this relationship have been largely unexplored. Using a self-imagery paradigm, this study investigated how the cognitive accessibility and representation of self-critical and self-reassuring images are related to depression. We hypothesized that the ability to activate self-reassurance would be related to lower levels of trait self-criticism and subsequently lower depression. Undergraduate students completed several self-report scales including The Forms of Self-Criticising/Attacking & Self-Reassuring Scale (Gilbert, Clarke, Hempel, Miles and Irons, in press), which assesses trait self-criticism and self-reassurance. They were then guided through a series of visualizations that had them imagine a scenario where they received a low grade on a paper. Participants were asked to imagine self-critical and self-reassuring aspects of themselves, and to rate various qualities of these images. As expected, high levels of trait self-criticism were related to high levels of depression. The opposite was found for trait self-reassurance. To explore the cognitive representations of self-criticism and self-reassurance, we tested a structural equation model. Results showed that high accessibility of a self-critical image was not related to lowered trait self-reassurance. However, an ability to activate self-reassurance was related to lower levels of trait self-criticism. This demonstrates that the accessibility of self-reassuring images, along with traits for self-reassurance, can offset self-criticism. This finding also suggests that cognitive accessibility is a critical factor determining whether beneficial or troublesome structures will have the greater impact on emotional well being.

### D33

#### **EMOTIONAL INTELLIGENCE AND RELATIONSHIP SATISFACTION AMONG DATING COUPLES**

*Marc Brackett<sup>1</sup>, Rebecca Warner<sup>2</sup>, Jennifer Bosco<sup>2</sup>, Erin Fisher<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>University of New Hampshire* – To assess whether Emotional Intelligence (EI) is related to self-assessed relationship quality, an ability test of EI, the Mayer-Salovey-Caruso Emotional Intelligence Test (MSCEIT, 2002) and measures of relationship quality were administered to 86 dating couples in a university setting. Results indicated that females were significantly higher in EI than males, and that EI scores were uncorrelated within couples. Two 2 x 2 MANOVAS (separately for positive and negative outcomes) assessed how relationship quality measures differed across four different types of couples (high EI female/ high EI male, low EI female/ low EI male, and so forth). As predicted, couples with both partners low on EI tended to have the lowest scores on depth, support, and positive social behaviors, and the highest scores on conflict and negative social

behaviors. Counter to our hypotheses, couples with both partners high on EI did not consistently have high scores on positive relationship outcomes and low scores on negative outcomes. It is concluded that further research is necessary to understand the mechanisms underlying the link between EI and relationship satisfaction in couples.

### D34

**THE DYNAMIC CONTENTS OF GROUP STEREOTYPES** Laurie Hawkins<sup>1</sup>, Charles Judd<sup>1</sup>, Vincent Yzerbyt<sup>2</sup>, Yoshihisa Kashima<sup>3</sup>; <sup>1</sup>University of Colorado at Boulder, <sup>2</sup>Catholic University of Louvain, Louvain-la-Neuve, <sup>3</sup>University of Melbourne, Melbourne, Australia – Two fundamental dimensions seem to underlie both person perception and group stereotypes: agency and communality. While Rosenberg et al. (1968) suggested the two are positively related in person perception, Fiske et al. (2002) have recently argued that in group stereotypes, they may be negatively related: outgroups that are high on agency are seen as low on communality, and vice versa. To explore the dynamic relation between these two dimensions in group stereotypes, we asked participants to learn about two groups, described with a series of behavioral instances. For half the participants the groups differed consistently on agency (one described with high agentic behaviors, the other with low) but were identical on communality. For the other participants, the groups differed on communality but were identically described on agency. Participants then gave their impressions of the two groups on both dimensions. Results supported the hypothesis that these two fundamental dimensions are negatively related in group stereotypes: Groups that were described as high (low) on one dimension were judged to be low (high) on the second, even though identical behavior information had been provided on the second dimension. A subsequent study manipulated whether or not participants thought they were members of one of the groups, through a minimal group design. While group membership led to ingroup-enhancing judgments, the negative dynamic relation between agency and communality was found even among group members.

### D35

**WHEN MORE CONSENSUS IS LESS: IRONIC EFFECTS OF ATTRIBUTIONS ABOUT CONSENSUS ON ATTITUDES TOWARDS FOREIGN LEADERS** Lucian Conway; Indiana State University – A long history of social psychological theory and research suggests that consensus on a belief increases observers' endorsement of that belief, and that more consensus has a greater impact on endorsement than less consensus. However, an attributional framework suggests that sometimes, levels of consensus that are too high can cause people to believe that the consensus exists due to a forced external constraint. As a result, in such circumstances increasing consensus can actually decrease the endorsement of the consensual belief or behavior. This framework was tested using a political scenario. Participants in two studies read about a foreign military leader who won a popular election by either total consensus (100%) or partial consensus (68%). Consistent with the attributional framework, in both studies increasing consensus was associated with less positive attitudes towards the leader. This effect was substantially reduced when controlling for participants' attributions about why the consensus existed. Discussion focuses on the theoretical contributions of this work towards understanding the influence (and non-influence) of consensus and real-world implications for international relations.

### D36

**AUTISTIC CHARACTERISTICS, EMPATHIC ACCURACY, AND PROSOCIAL SKILLS IN ADOLESCENCE.** Katie Gleason, Becky Johnson, William Ickes, Lauri Jensen-Campbell; University of Texas at Arlington – Deficits in the ability to anticipate another person's way of acting, thinking and feeling can have detrimental effects on social understanding, communication, and predicting people's actions. Theory suggests that such deficits may be associated with an "autism spectrum" that reflects a cluster of "autistic" behaviors (e.g., enjoys repetitive activities). Our study examined the links among autistic characteristics, empathic

accuracy, and prosocial skills. Participants were 90 5th (N = 35) and 6th (N = 55) grade students and their parent(s). In school, the students completed a modified version of a peer nomination inventory assessing potential problems in peer relations. In the lab, they completed an empathic accuracy assessment. Participants viewed a stimulus tape of students their age in conversations with grade school teachers. Whenever the tape was paused, participants wrote down their inference regarding the specific content of each thought/feeling reported by the persons in the tape. In addition, parent(s) completed the Autism-Spectrum Quotient, assessing the degree to which their child exhibited autistic-like behavioral characteristics. Results revealed that empathic accuracy moderated the link between autistic characteristics and prosocial skills. When EA was at a medium or high level, the level of the child's autistic characteristics was not related to prosocial skills. However, when EA was low, the level of the child's autistic characteristics was negatively related to prosocial skills. These findings suggest that "mindblindness" (i.e., low EA) may be conceptually distinct from autism spectrum, and that both may jointly contribute to the impairment of children's prosocial skills.

### D37

**A NEW LOOK AT INTERPERSONAL EVALUATIONS: THE ROLE OF WARMTH AND COMPETENCE** Anesu N. Mandisodza<sup>1</sup>, Susan T. Fiske<sup>1</sup>, Shelly Chaiken<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>New York University – The Stereotype Content Model (SCM) proposed by Fiske, Cuddy, Glick, and colleagues (1999; 2002; 2003) argues that two dimensions govern group stereotypes across cultures: warmth and competence. The current study proposes that 1) these stereotype dimensions hold true for perceptions of individuals as well as of groups, and that 2) different people use these stereotypes differently. Based on themes of warmth and competence in the intra-personal and cultural literatures, the basis of a person's self-esteem – self-liking vs. self-competence (Tafarodi & Swann, 1995; 2001) – was proposed as a relevant individual difference. Self-esteem has high affective significance, so it should play a dominant role in a person's social perceptions. In a study of 73 adults (aged 18-58), respondents indicated their own self-esteem, its basis, and evaluative judgments of hypothetical people who were stereotypically warm and/or competent. Evaluations by respondents whose own self-esteem is based primarily on ideas of warmth or liking (i.e., social acceptance) were driven by the targets' warmth, and evaluations by respondents whose own self-esteem is based primarily on their competence (i.e., achievement) were driven by the targets' competence. Furthermore, those whose own self-esteem is biased towards warmth use warmth as a judgment criterion at the expense of competence, but those whose own self-esteem is biased towards competence use both the warmth and competence dimensions in their interpersonal judgments. This study shows individual differences in people's use of the SCM; people's basis of self-esteem may have implications for their social perception.

### D38

**ALL ACCEPTANCE IS NOT CREATED EQUAL: EXAMINING DIFFERENCES AMONG "POPULAR" ADOLESCENTS IN SATIATION OF BELONGINGNESS NEEDS AND SELF-MONITORING STRATEGIES. (REVISED ABSTRACT)** Nichole Kedrowski<sup>1</sup>, H. Colleen Sinclair<sup>2</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Missouri, Columbia – It is fairly established that at least two types of excluded individuals exist - the neglected and the rejected - with a potential third group, the withdrawn, gaining recent recognition (Coie & Dodge, 1998). With the focus on the categories and consequences of rejection, we know less about different types of acceptance. Yet, there may be as much diversity among accepted categories as there are among rejected groups. This study examines differences in satiation of the need to belong (Baumeister & Leary, 1995) and use of self-monitoring strategies and their relation to peer acceptance. Specifically, we argue that to the extent that individuals vary in their satiation of having obtained both quality & quantity connections - two conditions of need to belong - and also vary in

their use acquisitive and/or protective self-monitoring (Lennox, 1988) there is variation within accepted persons. 197 college freshman (71 males, 126 females, mean age = 18.5) were administered surveys to determine sociometric status, need for belongingness and use of self-monitoring. Results suggest that there is more diversity among accepted categories than previously acknowledged, due to variations in friendship quality and desire for popularity. Two new classes of acceptance - popular insecure and average aspiring (betas) - are discussed, with special attention to how they differ in use of acquisitive self-monitoring tactics that seem to present a self contrary to their "true self" (used by popular insecure) versus protective self-monitoring tactics that seem to measure attempts to be liked (used by popular and beta groups).

**D39  
SELF-CONSTRUAL, EXPECTANCIES, AND TASK PERFORMANCE: THE POWER OF NEGATIVE THINKING** Kristy Dean<sup>1</sup>, Wendi Gardner<sup>1</sup>, Ginger Pennington<sup>2</sup>, Angela Lee<sup>1</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>University of Chicago – Cross-cultural differences in regulatory focus have been shown to be a function of differences in self-construal (perceptions of the self in relation to others), suggesting that self-construal may provide a framework in which other cross-cultural differences may be examined (Lee, Aaker, & Gardner, 2000). Recent work (Chang, 1996) suggests that pessimistic expectancies are more common and yield motivational benefits for those individuals from Eastern as opposed to Western cultures. In particular, this work has demonstrated that common associations between pessimism and goal-pursuit avoidance do not occur with an Eastern sample (Chang, 1996, 2001). Pennington and colleagues, however, have provided evidence that interdependent and independent self-construals, and their associated regulatory strategies, drive these cross-cultural differences in the motivational benefits of optimistic and pessimistic expectancies (Pennington, Gardner, Lee, & Dean, 2003). The current study extends these findings by examining how this interplay between self-construal and expectancy influences actual performance. As predicted, self-construal-expectancy "fit" positively benefits performance. More specifically, when pessimistic expectancies were primed, interdependent individuals persisted longer and scored higher than independent individuals on a series of anagram tasks. Additionally, the performance of independent individuals suffered more when pessimistic as opposed to optimistic expectancies were primed. Discussion will center on the importance of elucidating the mechanisms driving cross-cultural differences in goal-pursuit.

**D40  
MOTIVATED USE OF BASE RATE INFORMATION** Heather Lench, Peter Ditto; University of California, Irvine – People typically believe that positive events will happen to them and negative events will not. The current studies examined whether this tendency stems from the biased processing of base rate information. In Studies 1 and 2, participants were asked to rate their likelihood of experiencing 24 life events. For each event, half of the participants received a positive version (e.g., never getting divorced) and half received a negative version (e.g., getting divorced). For both versions, however, identical information about the base rate of the event was given. Study 1 supplied statistical probabilities ("56% of college students will divorce"), whereas Study 2 supplied verbal probabilities ("Many college students will divorce"). Results from both studies indicated that positive events were rated as more likely to be experienced than negative events even when participants had identical base rate information. Questions about future events are often utilized to study optimistic bias, but college students may believe they are (or actually are) at lower risk for negative than positive life events. To address these difficulties, Study 3 used laboratory procedures in which participants had no preconceptions about the likelihood of positive and negative outcomes. Participants played a game resembling blackjack in which the probability of drawing winning and losing cards was clearly explained. Results showed that participants believed they were more

likely to draw a winning card than a losing card even when both cards had the identical probability of occurrence. Implications of these findings for theories of motivated reasoning and unrealistic optimism are discussed.

**D41  
HETEROSEXUAL AFFIRMATION: LOOSENING THE GRIP OF THE ANTI-FEMININITY** Jennifer Previtt, Jennifer Bosson; The University of Oklahoma – The anti-femininity mandate is the norm dictating that males should avoid all behaviors that could be considered feminine. Despite the ubiquity of this norm, most heterosexual men enact feminine-typed behaviors on a regular basis. Whereas past researchers have studied the long-term deleterious effects of violating the masculine gender role on men's psychological well-being, less attention has been paid to men's immediate cognitive and affective reactions to their own violations of the anti-femininity mandate. The four studies presented here explore heterosexual men's thoughts and feelings while they recall, visualize, and enact stereotypically feminine behaviors. Findings demonstrate that heterosexual men experience discomfort (e.g., self-consciousness, anxiety) while performing feminine behaviors, and that this discomfort stems, in part, from a fear of being perceived as gay. To the extent that men performed feminine behaviors in public (versus privately), they reported more discomfort. Moreover, men who were given an opportunity to affirm their heterosexuality (by indicating their sexual orientation on a preliminary questionnaire) reported less discomfort with, and more enjoyment of, stereotypically feminine behaviors including hair-styling, dancing in a ballet class, and talking about emotional topics with friends. Findings are discussed in terms of their potential to inform interventions that may loosen the grip of the anti-femininity mandate, thereby increasing men's behavioral flexibility.

**D42  
HOUSING DISCRIMINATION AGAINST SINGLES** Wendy Morris<sup>1</sup>, Stacey Sinclair<sup>1</sup>, Bella DePaulo<sup>2</sup>; <sup>1</sup>University of Virginia, <sup>2</sup>University of California, Santa Barbara – While there is plenty of anecdotal evidence that single people suffer from housing discrimination, there has been no empirical research on this topic to date. In two experiments, 191 undergraduates read descriptions of three applicants for a rental property and decided to whom they would most prefer to lease the property. In Experiment 1, the three types of applicants were a married couple, a single woman, and a single man. Participants overwhelmingly chose to lease the property to the married couple (70%) over the single woman (18%) and the single man (12%). After choosing their preferred tenant, applicants rated each potential tenant on scales measuring how responsible or delinquent the applicant might be. The married couple was perceived as more responsible and less delinquent than both of the single applicants. In Experiment 2, the three types of applicants were a married couple, an unmarried, romantically involved, heterosexual couple, and a pair of opposite sex friends. The vast majority of participants chose to lease the property to the married couple (80%) over the cohabiting romantic couple (12%) and the pair of friends (8%). Participants believed the married couple was more responsible and less likely to be delinquent than the cohabiting, romantic couple and the pair of friends. In both of these experiments, all three applicants were described almost identically with only their civil status differing. Thus, it is apparent that a rental applicant's civil status has a strong effect on how he or she is perceived and can have significant consequences.

**D43  
THE EFFECTS OF PRINT MEDIA PRIMING ON EVALUATIONS OF A FEMALE SENATOR'S COMPETENCE AND LIKEABILITY** Michele M. Schlehof-Sutton<sup>1</sup>, Bettina J. Casad<sup>1</sup>, Angela R. Grotto<sup>2</sup>, Michelle C. Bligh<sup>1</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>City University of New York at Baruch College – Research suggests media priming influences perceptions and evaluations of specific politicians (Pan & Kosicki, 1997), and activates gender stereotypes (Hansen & Hansen, 1988). This study

likely to draw a winning card than a losing card even when both cards had the identical probability of occurrence. Implications of these findings for theories of motivated reasoning and unrealistic optimism are discussed.

**D43  
THE EFFECTS OF PRINT MEDIA PRIMING ON EVALUATIONS OF A FEMALE SENATOR'S COMPETENCE AND LIKEABILITY** Michele M. Schlehof-Sutton<sup>1</sup>, Bettina J. Casad<sup>1</sup>, Angela R. Grotto<sup>2</sup>, Michelle C. Bligh<sup>1</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>City University of New York at Baruch College – Research suggests media priming influences perceptions and evaluations of specific politicians (Pan & Kosicki, 1997), and activates gender stereotypes (Hansen & Hansen, 1988). This study

likely to draw a winning card than a losing card even when both cards had the identical probability of occurrence. Implications of these findings for theories of motivated reasoning and unrealistic optimism are discussed.

explored media's influence on individuals with varying initial attitudes toward women. Participants ( $N = 327$ , 50.5% female, mean age 23.43) completed measures of sexism and attitudes toward women in authority. They then read either a positively or negatively worded newspaper article about a female senator, counterbalanced by political affiliation, and assessed the senator's likeability and competence. Results indicate a significant interaction between the strength of attitudes toward women in authority and attitude valence on ratings of the target's competence ( $F(2, 314) = 3.94$ ,  $p = .02$ ). Individuals with positive attitudes were more likely to rate the target as competent if their attitudes were strong than if they were moderate or weak, while individuals with negative attitudes rated the target as competent if their attitudes were weak, irrespective of prime valence. There was also a significant interaction between sexism, strength of participants' sexist attitudes, and prime valence ( $F(2, 314) = 3.04$ ,  $p = .049$ ). Participants with sexist attitudes reading a negative prime were more likely to rate the target as likeable if they held strong sexist attitudes than weak or moderate ones, while individuals with sexist attitudes reading a positive prime rated the target as likeable if their attitudes were weak. The effects were reversed for individuals with non-sexist attitudes. These findings suggest media commentary may influence the public's opinions of women in high profile careers.

#### D44

**THE ROLE OF CAUSAL ATTRIBUTION JUDGMENTS IN RUMOR DENIAL PROCESSING: MUD STICKS!** Prashant Bordia<sup>1</sup>, Bernd Irmer<sup>1</sup>, Nicholas DiFonzo<sup>2</sup>, Cynthia Gallois<sup>1</sup>; <sup>1</sup>University of Queensland, Australia, <sup>2</sup>Rochester Institute of Technology – Victims of false rumors typically deny the allegations of wrongdoing, but the denials have mixed effects. In this research, we proposed that the effects of denials are dependent on the causal attribution judgements they evoke. That is, denials are more effective in dispelling the harmful effects of rumors when they evoke external attributions regarding the actions of the source of the denial. In three studies, we analyzed the psychological reactions of people exposed to denials from a corporation denying rumors of harmful additives in food products. We compared a condition in which recipients hear a denial but are not aware of a rumor (denial only condition) versus a condition in which the rumor and the denial are explicitly stated (rumor + denial condition). Study 1 found greater uncertainty and more negative evaluation of the source of the denial in the denial only condition. Study 2 explored the causal attributions for the denial in the two conditions and, as predicted, found greater uncertainty and more internal attributions for the denial in the denial only condition. Finally, Study 3 replicated the results of Study 1 and 2. In addition, results revealed lower purchase intentions for the company's products in the denial only condition. This effect was mediated by causal attribution. That is, in the denial only condition more internal attributions were made in explaining the reasons for the denial and this in turn led to lower purchase intentions.

#### D45

**MANAGING YOUR MOJO: LUCK AS A FORCE THAT SUPPLEMENTS PERSONAL AGENCY** Maia Young<sup>1</sup>, Michael Morris<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Columbia University – Previous research on luck has reported that it is sometimes seen as enduring rather than fleeting, and that Asians believe in their own good luck more than non-Asians (Darke, 1997). The goal of the present research is to examine general—rather than personal—luck beliefs in a Chinese and an American cultural setting, their relationship to beliefs in ability and effort, and the ways in which luck beliefs influence social judgments. In a cross-cultural questionnaire study, we investigated whether general luck beliefs are more salient among Chinese than American participants. The questionnaire tapped espoused beliefs in luck as well as perceptions of life outcomes. As hypothesized, Chinese participants viewed luck as more domain-general and more temporally lasting than Americans did, and they attributed their academic outcomes to luck more than Americans did. Chinese participants also reported more attempts to cultivate good luck through ritu-

als and talismans than did American participants. Furthermore, Chinese reported avoiding others who are down on their luck—evidence for a belief in the social contagion of luck. Results also suggest that the relationships among the attributions regarding academic outcomes may vary culturally—attributions to luck were correlated negatively with those to ability and effort among Americans, but these correlations were positive among Chinese.

#### D46

**WHY GOAL-DIRECTED HABITS ARE SO HARD TO BREAK: HABITUAL SELECTION OF TARGET MEANS INHIBITS ACCESS TO ALTERNATIVE MEANS** Unna N. Danner<sup>1</sup>, Henk Aarts<sup>1</sup>, Marit P. Benders<sup>2</sup>, Nanne K. de Vries<sup>2</sup>; <sup>1</sup>University of Utrecht, <sup>2</sup>University of Maastricht – Recent advances in research on the mental structure underlying goal-directed behavior suggest that goals are associated to means, and hence, activating the goal facilitates the associated means (Aarts & Dijksterhuis, 2000). In the present research we address the question whether repeated practice of selecting a means for a given goal not only facilitates access to the habitual means, but also inhibits access to associated alternative means. This inhibitory process serves a functional mechanism to reduce interference of alternative means during selection of target means. To investigate whether increased frequency of retrieval produces more inhibition of alternative means we adapted the retrieval-induced forgetting paradigm (Anderson & Spellman, 1995). Participants studied 18 goal-means combinations (9 goals each having 2 means), and then were asked to retrieve 6 means of 6 different goals. Consequently, 6 means were practiced, 6 means were unpracticed alternatives associated to the same goal and 6 means were unpracticed baseline means. Frequency of retrieval repetition was manipulated between participants: 1, 3 or 6 times. After a filler task, participants performed a verification task to assess accessibility of the different means. The results showed that inhibition of alternative means increased with more retrieval practice. After retrieving the means once, the inhibitory effects were weak, while repeated retrieval resulted in more inhibition. The present findings strongly suggest that habitually selecting a means for a given goal causes alternative associated means to be inhibited. This process may account for the difficulty of acting on alternative intended actions once habitual goal-means are established.

#### D47

**INVESTIGATION OF TEACHER ATTENTION AND DECISION-MAKING USING PERFORMANCE-BASED PARADIGMS** Shirley Wang, Teresa Treat, Kelly Brownell; Yale University – This study used well-established paradigms from cognitive science to investigate teachers' attention to student-specific characteristics and teachers' decision-making behavior in classroom contexts. Twenty-nine grade-school teachers completed two implicit, performance-based tasks that examined attention to and utilization of four student characteristics of interest: ethnicity, facial affect, body size, and attractiveness. Stimuli were 24 full-body photos of 7-year-old girls who were unknown to participants; the photo stimulus set was constructed to vary along the dimensions of theoretical interest. Teachers first completed a similarity-ratings task, in which they rated the similarity of pairs of the photo stimuli. Teachers next completed four versions of a preference-ratings task, in which they rapidly viewed all possible pairs of stimuli and selected one of the two girls in each of four classroom-relevant contexts (e.g., calling on a student to answer a question). Multidimensional scaling techniques were used to characterize teachers' differential attention to and utilization of the four student characteristics. Results showed that teachers attended to ethnicity and body size but did not utilize this information when selecting students in the four contexts, which suggests that teachers may notice but not necessarily use this information as a basis for classroom-relevant decisions. In contrast, teachers relied heavily on affect and attractiveness when making decisions and almost invariably selected smiling, attractive girls whenever possible across contexts. Future research should examine

predictors of individual differences in teacher attention and decision-making and explore a wider range of contexts in which student ethnicity and body size may influence teacher decisions.

**D48****SELF-EVALUATIVE EMOTIONS MOTIVATE HEALTH BEHAVIOR**

*Arie Dijkstra, Bram Buunk; University of Groningen* – A health threat that is in principle under a person's control may form a threat to the self. This threat to self may be experienced as negative self-evaluative emotions (NSE), such as being dissatisfied with oneself, shame, regret, and disliking oneself. The present study applies the concept of NSE to smoking tobacco. The idea is that the larger the perceived threat from smoking is, the stronger the NSE will be and, in turn, the more actively smokers will try to quit. Study 1 consisted of two assessments, in 450 smokers, with an interval of eight months. In study 1 we assessed the expected outcomes of smoking (perceived threat) and NSE. The results show that, although physical outcomes of smoking still predicted quitting, NSE was a strong predictor of quitting activity. Study 2 was executed to replicate and expand study 1 and it consisted of two assessments, in 366 smokers, with an interval of seven months. Besides a measure of NSE, a measure of self-evaluative outcome expectations was included to predict quitting activity. That is, NSE are considered to be related to behavior because they are a source of expected self-evaluative outcomes, which govern behavior more proximal. The result show that although NSE still predicted quitting activity significantly ( $p=.02$ ), Expected self-evaluative outcomes was a stronger predictor ( $p=.003$ ). In conclusion, NSE are central in the motivation to behave healthy, partly because they are a source of expected self-evaluative outcomes.

**D49****SELF-REGULATION OF SEX-TYPED BEHAVIOR**

*Melissa Guerrero-Witt, Wendy Wood; Duke University* – Sex-role norms can guide behavior through self-related processes. These include self-regulatory processes in which people who have internalized sex-role norms use them as personal guides for behavior. For these people, masculine or feminine behavior leads to positive emotions and increased self-esteem (Wood, Christensen, Hebl, & Rothgerber, 1997). It is also possible that, for people who have internalized sex-role norms, behavior inconsistent with the norms threatens their self-concept and reduces self-esteem (Crocker & Wolfe, 2001). To examine these self-regulatory processes in everyday social settings, we used a diary technique to evaluate whether self-esteem fluctuates with sex-typed behavior. We focused on two behavioral domains in which sex roles are likely to be especially important—romance (e.g., women seducing, men pursuing) and personality (e.g., women nurturing, men leading). Participants completed a diary form for every 10-minute interaction during a week-long reporting period. As anticipated, men and women who internalized sex-role norms reported higher self-esteem following interactions in which they acted consistently with own-sex rather than opposite-sex standards. This pattern held for both romantic and personality-related activities. For students who did not define themselves in terms of sex-typed norms, self-esteem did not fluctuate with the extent of sex-typed behavior. In general, the results suggest that sex-typed self-concepts serve as sources of both vulnerability and benefit for self-evaluation. Furthermore, the fluctuations in self-esteem provide evidence of the self-regulatory processes through which sex-typed norms influence behavior.

**D50****THE "RIPPLE EFFECT": CROSS-CULTURAL DIFFERENCES IN POST-EVENT ATTRIBUTIONS OF RESPONSIBILITY**

*William Maddux; Ohio State University* – Although there has been much research on event causation and responsibility, there has been little research on the other side of the coin: how much is a person who caused an event responsible for the effects of the action on others? This research examined how individuals in different cultures see themselves as responsible for the downstream consequences of their actions. Based on the collectivist and

interdependent nature of Japanese society, the author predicted that compared to Westerners, Japanese would be more cognizant of the downstream effects of actions on others, while Japanese should also perceive a given action as directly or indirectly affecting a larger number of people. The results from an archival study of Japanese and Western newspaper articles supported this hypothesis. An analysis of articles over the past several years indicated that Japanese are more likely than Americans or Europeans to focus on whether fatal train accidents had delayed other commuters. Additionally, primary and secondary schools in Japan were found to be more likely than American schools to close as a preventative measure against the spread of influenza among students. Furthermore, the Japanese are more likely to wear surgical masks to prevent spreading even common illnesses, such as colds or influenza. Finally, analyses indicated that compared to America, corporate restructuring plans in Japan are significantly less likely to involve employee layoffs. These results provide evidence that compared to Westerners, Japanese are more attuned to the different ways their actions can directly or indirectly affect other people.

**D51****STRONGER IMPLICIT MATH=MALE STEREOTYPES ARE ASSOCIATED WITH LESS IDENTIFICATION, LESS LIKING, AND LESS CONFIDENCE IN MATH FOR WOMEN, BUT NOT FOR MEN**

*Frederick L. Smyth, Brian A. Nosek, John J. McArde; University of Virginia* – Gender differences favoring males in mathematics-related confidence, involvement, and achievement have persisted despite remarkable strides by women in other prestigious fields (Leslie & Oaxaca, 1997). Stereotypes have been theorized as key elements in perpetuating such gaps (Jacobs & Eccles, 1992), but self-reports of stereotypes are subject to social desirability pressures and introspective limitations. Thus, implicit association tests (IATs), as well as self-reports, focused on gender and mathematics were completed by  $N > 4500$  at the Project Implicit website in a planned incomplete data design. A structural equation model predicted math orientation (identification with, liking of, and confidence in math) from gender identity, "math=male" stereotypes, and SAT-Math performance. Regardless of participant gender, mathematics was more strongly implicitly associated with male than with female ( $d = .30$ ). For women, however, stronger implicit math=male stereotyping was related to substantially more negative orientations toward math (i.e., a 1 SD increase in stereotyping related to a .25 SD decrease in identification with math, .44 SD decrease in liking, and .57 SD decrease in confidence) and these estimates were stable regardless of whether SAT-Math was in the model. For men, the relationship between stereotyping and implicit math orientation was ns. This pattern held regardless of age, college (yes vs. no), and major (math/science vs. non-math/science). Implicit and explicit measures of math orientations formed related, but distinct factors. Results mirror those of Nosek, Banaji, and Greenwald (2002) among Yale undergraduates, but extend to a wider variety of math-related outcomes and across a more diverse sample.

**D52****PALM READINGS OF CONSCIENTIOUSNESS: A PILOT STUDY**

*Neil Lutsky, Melinda Jensen, Elizabeth Sehr; Carleton College* – We examined conscientiousness in everyday behavior, building upon experience-sampling investigations of the Five Factor Model, (e.g., Fleeson, 2001). In contrast to other studies, our (Palm) pilot study relied upon concrete behavioral measures (e.g., hours studied) rather than trait descriptors (e.g., "hardworking"). Participants completed the NEO-FFI and a leisure activities assessment form. Twenty-four participants were then given m100 Palm Pilots, programmed to pose 24 questions during four consecutive evenings. These questions assessed recent moods, hours engaged in various activities, and consumption of caffeine, tobacco, and alcoholic beverages (taken as a health-related behavioral measure). We also recorded when participants returned their PDAs to our lab during an open five-hour interval. Results showed conscientiousness was associ-

ated with two of three targeted behavioral measures. First, conscientiousness was negatively correlated with everyday drug consumption,  $r = -.74$ ,  $p < .01$ . More conscientious participants also returned PDAs to the lab earlier,  $r = -.52$ ,  $p < .01$ . However, conscientiousness was unrelated to the number of hours participants invested in schoolwork. Rather, conscientiousness was negatively related to hours spent socializing in both the Palm and leisure activities readings, and, in a finding reminiscent of Friedman's (2000) analysis of "healthy neurotics", neuroticism was positively associated with time spent studying,  $r = .47$ ,  $p < .05$ . These results both document manifestations of traits in everyday behavior and suggest the importance of linking traits and behaviors empirically, given the possible complexity of those relationships.

#### D53

**PLACING BLAME FOR CONFLICTS IN CLOSE RELATIONSHIPS: THE ROLES OF MOOD AND SELF-ESTEEM.** Sherri P. Pataki, Margaret S. Clark, Tonya Sieverding; Carnegie Mellon University – The roles of transient mood, of self-esteem, and of their interaction in assigning blame for conflicts in close relationships were investigated in a laboratory study. Participants began by recalling a serious conflict they had experienced in a close relationship. Next, supposedly as part of a separate study, they viewed films known to induce sadness, happiness or to elicit no particular mood. Finally participants reflected upon the conflicts identified earlier and rated the extent to which those conflicts were due to: themselves, their partner, and/or something about the situation. Overall, participants in sad moods placed more total blame (summing across the self, other, and the situation) than did participants in either a neutral or positive mood. In addition, participants high in self-esteem were more likely to blame the other and less likely to blame the self than were those low in self-esteem, and happiness significantly exaggerated this difference. The results are interpreted in terms of sad moods increasing self-focus and scrutiny, and happiness increasing reliance on existing heuristics for placing blame.

#### D54

**THE FEIGNED KNOWLEDGE BIAS: PRETENDING TO KNOW WHAT CAN'T BE KNOWN** Laurel Newman, Michael J Strube, Stephen Chiu; Washington University in St. Louis – This study explored the "feigned knowledge bias" (FKB)- the tendency to answer questions even when they are not understood. Participants ( $N=108$ ) completed a variation of the Positive and Negative Affect Schedule that contained eight additional fabricated words (e.g., protonymous). Participants were randomly assigned to two conditions. Some participants were instructed to mark an X by items they preferred not to answer; others were instructed to mark an X by any word they did not know. To explore possible motives for the FKB, we measured two types of self-presentation motivation from the Balanced Inventory of Desirable Responding (BIDR): impression management and self-deception. Many (44%) participants provided a rating for one or more fabricated words. Some (17%) participants provided valid responses for all eight fabricated words. These ratings correlated with ratings of negative words ( $r[41]=.43, p<.005$ ) but not positive words ( $r[41]=.21, p>.15$ ). Logistic regression on the likelihood to feign knowledge revealed that participants who were allowed to admit that they did not know a word were more likely to feign knowledge than participants who were allowed to refrain from answering ( $p<.05$ ). Additionally, the higher participants' levels of self-deception, the more likely they were to feign knowledge ( $p<.05$ ). Finally, a significant Self-Deception  $\times$  Impression Management  $\times$  Condition interaction ( $p<.05$ ) suggested that the FKB depends on impression management concerns as well. These results indicate that the FKB is a potentially serious threat to the validity of self-report measures and its prevalence depends on self-motives and affect states

#### D55

**ATTACHMENT, ATTITUDES, AND SELF-PRESENTATION BEHAVIORS IN ROMANTIC RELATIONSHIPS** Mary Choe, Eva C Klohnen; University of Iowa – Little research has examined self-presentation in early stages of relationship development and none has examined the links between self-presentation and attachment. This is an important issue because self-presentation behaviors, as well as early relationship attitudes towards commitment, sexual behavior, and marriage, may establish expectations and patterns of behavior that play a critical role in a relationship's trajectory over time. Research suggests that most people, regardless of their attachment style, are most attracted to secure individuals. However, given that not everyone is securely attached, do insecure individuals put extra effort into their self presentation in order to be more attractive to prospective partners? To examine this question, we had participants ( $N = 326$ ) complete attachment measures and questions about early relationship behaviors and attitudes. Avoidant participants tend to downplay negative attributes ("When I've only been dating someone for a short time, I try not to show them when I'm jealous or upset"), but not exaggerate positive attributes ("When I first start dating someone, I am on my best behavior"), did not have positive attitudes towards marriage, and were not likely to initiate increases in commitment. Anxious participants tend to downplay negative attributes as well as exaggerate positive attributes, had more positive attitudes towards marriage, and were likely to initiate increases in commitment. Secure participants did not tend to downplay or exaggerate attributes and had positive attitudes towards marriage and commitment. These differential relationship attitudes predicted perceptions of romantic partners and outcomes such as level of attraction and relationship status.

#### D56

**SELF-REGULATORY DEPLETION IN EVERYDAY LIFE** Regina Conti; Colgate University – Recent experimental work suggests that self-regulatory strength functions as a limited capacity resource, such that exerting self-control weakens performance on subsequent self-regulatory challenges (for a review see Muraven & Baumeister, 2000). The present study extends this work by examining the occurrence of self-regulatory depletion when individuals are working toward personally important life goals. Fifty community dwelling adults used Palm Pilot computers to record their health behavior during the first three months of their efforts to improve their exercise and eating habits. For the last week of each month, participants were signaled twice each day (8 and 16 hours after waking), and, if possible, they responded to scaled questions about their eating and exercise behavior, and their emotional and motivational experience for the previous 8 hours. HLM analyses show that when participants reported exerting effort to resist an urge to eat unhealthy foods in the morning, they later reported feeling depleted and experiencing less success in other areas of their lives, including controlling their emotions, avoiding other bad habits and following through with plans for the day, such as work responsibilities and cleaning. Interestingly, when participants exerted effort to exercise in the morning, they did not later report feeling depleted or having less success in other areas of their lives. These findings provide external validity evidence for the limited resource model of self-regulation, and suggest that exertion toward goals that require inhibition will cause depletion, while exertion toward goals that do not require inhibition will not cause depletion.

#### D57

**PARENTAL CLOSENESS AND SEXUAL REFUSAL SELF-EFFICACY AMONG AFRICAN AMERICAN EARLY ADOLESCENT GIRLS: THE IMPACT OF ETHNIC IDENTITY STATUS AND PARENT GENDER** Laura Plybon, Kelli Taylor, Jennifer Reid; Virginia Commonwealth University – Differing bodies of research have shown that close and cohesive family relationships and a positive sense of ethnic identity are associated with positive adolescent outcomes. Supportive parent-child relationships are likely to reduce risky sexual behavior (See-



hafer & Rew, 2000). Moreover, young women with positive relationships with their fathers sexually mature later than those with negative or coercive relationships with their fathers (Ellis, et al., 1999). Cultural research has shown high ethnic identity to be linked to less risky sexual attitudes (Belgrave et al., 2000). This study brought these two bodies of research together to examine the interactional effects of parental closeness and ethnic identity. The study was conducted with 105 African American early adolescent girls. The study used a categorical measure of Phinney's (1992) Multigroup Ethnic Identity Measure, and delineated groups into four identity statuses: diffused, foreclosed, moratorium, and achieved. Results did not show main effects of perception of father closeness or of ethnic identity statuses, but did demonstrate a significant interaction effect,  $F(3, 102) = 2.78, p < .05$ . Girls who reported high paternal closeness and were within the achieved status of ethnic identity noted the highest levels of sexual refusal self-efficacy. Interestingly, girls who reported low paternal closeness and were within the foreclosed status also reported high sexual refusal self-efficacy, reporting similar means as their high paternal closeness/achieved peers. No significant main or interactional effects emerged when examining maternal closeness and ethnic identity statuses.

#### D58

##### **DO I FEEL FOR YOU? MOOD AND FOCUS ALTER EVERYDAY EXPERIENCES OF EMPATHY**

*Leah R. Warner, Karen Gasper; The Pennsylvania State University* – Research indicates that everyday experiences of empathy depend on similarity of mood between observer and target. We tested the hypothesis that this finding depends on whether observers are focusing on the similarities or differences between themselves and the target. We predicted that when observers focus on similarities between themselves and the target, they will experience empathy when their feelings match the target's feelings. However, when observers focus on differences between themselves and the target, they will experience empathy when their feelings do not match the target's feelings. In this study, a happy or sad mood was induced in participants ( $N=99$ ), after which they read a vignette about a person experiencing an everyday happy or sad event. Half were instructed to focus on similarities between themselves and the vignette's protagonist, half on differences. Consistent with predictions, participants in happy moods who read about targets experiencing happy events and who focused on similarities reported more empathy than participants in sad moods. Observers in happy moods who focused on differences, however, reported less empathy than those in sad moods. Similar results were obtained for vignettes portraying characters experiencing sad events, qualified by individual differences in the degree to which observers paid attention to sad feelings. Results indicate that similar moods can actually hinder empathy when observers fail to focus on similarities between themselves and the target.

#### D59

##### **SELF-CONSTRUAL AND TASK RELEVANCE IN THE SELECTION OF SOCIAL COMPARISON TARGETS**

*Ashleigh Haire, John Seta; University of North Carolina at Greensboro* – The role of self-construal (Markus & Kitayama, 1991) has not been previously investigated in social comparison research. However, Heine, Lehman, Markus & Kitayama (1999) have suggested that individuals who are more interdependent in the way they view themselves are primarily motivated by a desire for self-improvement, and thus, should make upward comparisons. Research in social comparison (e.g. Wheeler et al., 1969) has shown that when uncertain, however, all individuals should seek the most informative comparison options available (the extremes). The present research investigated the social comparison target selection behavior of both interdependent and independent persons who expected feedback on a task that was either diagnostic of independent or interdependent abilities. Findings suggest that interdependent individuals were more self-assessing, not more desirous of self-improvement, than their independent

counterparts. In addition, the independent task prompted more upward comparison than the interdependent task.

#### D60

##### **DEATH? BE PROUD! -- THE IRONIC EFFECTS OF TERRORIST ACTIVITY ON IMPLICIT SELF-ESTEEM**

*Inbal Gurari, John Hetts; Washington University* – According to Terror Management Theory, self-esteem serves as one buffer against the overwhelming fear of and anxiety over one's mortality (Greenberg, Pyszczynski, & Solomon, 1986). This study explores one set of psychological consequences of mortality salience in Israel, a country that is (sadly) highly familiar with and frequently endures terrorist attacks. Specifically, we sought to determine whether the salience of terrorist activity influences Israeli's self-evaluations and if so, whether that influence occurs for implicit or explicit self-evaluations (or both). Previous research suggests that indirect mortality salience manipulations have stronger effects than direct manipulations on explicit outcome measures (Arndt, Greenberg, Pyszczynski & Solomon, 1997; Simon et al., 1997). This study explores whether directly manipulated mortality salience influences implicit outcome measures, leaving explicit outcome measures unaffected (as in previous research). Fifty-two Jewish Israelis completed an explicit measure of self-esteem (Rosenberg, 1965) and two indices of implicit self-regard (Koole, Dijksterhuis, & van Knippenberg, 2001; Kitayama & Karasawa, 1997). In addition, participants answered questions regarding terrorist activity in Israel either before or after the self-esteem measures (the mortality salience manipulation). As predicted, thinking about terrorism first enhanced implicit self-evaluations [ $F(1, 48) = 6.671, p = .013$ ], leaving measures of explicit self-evaluation unaffected. Thus, ironically, people may feel better about themselves in the face of terrorist activity ostensibly designed to demoralize them. Moreover, these effects appear to be most prominent when assessed indirectly. Implications for the different influence of corrective processes on explicit and implicit processes are discussed (Greenwald et al., 2002; Hetts & Pelham, 2001).

#### D61

##### **ATTACHMENT AND BEHAVIORAL REACTIONS TO MANIPULATED PARTNER FEEDBACK**

*Kathy Carnelley<sup>1</sup>, Kelly Brennan<sup>2</sup>, Suzanne Israel<sup>2</sup>; <sup>1</sup>University of Southampton, Southampton, <sup>2</sup>State University New York, Brockport, NY* – The aim of the study was to determine how attachment patterns influenced individuals' reactions to feedback ostensibly from a partner. Specifically, we examined the extent to which positive or negative (manipulated) "partner" feedback influenced observed interactions with partners for people with different attachment patterns. We expected behavioral reactions to received feedback to reflect attachment goals. Eighty couples (mean age 23) completed questionnaires, including a measure of attachment dimensions (Brennan, Clark, & Shaver, 1998) and then discussed one partners' problem (that was not about their relationship) for 10 minutes. Afterward one partner (the Helper) received bogus negative (or positive) partner feedback about their skill as a helper; couples completed additional questionnaires. Couples were reunited for 5 min. and surreptitiously videotaped. Interactions were coded for physical behaviors, such as kissing, touching, leaning, and contact resistance. Attachment dimensions influenced reactions to feedback. After receiving negative feedback, those high in anxiety kissed partners more than those low in anxiety, suggesting those high in anxiety use kissing to obtain closeness in the light of partner criticism. Similarly, preoccupieds who received negative feedback touched their partners more than did fearfuls and secure. Fearfuls who received positive feedback resisted contact more than those who received negative feedback. Consistent with past research that shows fearfuls are ambivalent about touch (Brennan et al., 1998), fearfuls appear to desire touch when their attachment systems are activated (e.g., when self is threatened) but resist touch when not under threat. Attachment models play an important role in determining reactions to partner feedback.

**D62****EXPLORING OPPOSING VIEWS OF REGRET: CONSISTENCY AND DESIRABILITY VERSUS COUNTERFACTUAL GENERATION AS CAUSAL INDICATORS OF REGRET FEELINGS**

*Jessica Hatz<sup>1</sup>, Catherine Seta<sup>1</sup>, John Seta<sup>2</sup>, Todd McElroy<sup>1</sup>; <sup>1</sup>Wake Forest University, <sup>2</sup>University of North Carolina at Greensboro* – Goals: Norm theory predicts that decisions to act will induce more regret than inactions because they are more mutable. Recent research (Seta et al., 2001) demonstrated that counterfactual thinking was not necessary for the experience of regret, but that consistency (between the person's original orientation and latter behavior) and decision desirability mediated the influence of decisions to act or not act on feelings of regret. The current study was conducted to further contrast predictions of norm theory and the Seta et al. model. Method: Participants in happy moods retrospectively reported on situations in which they made poor decisions to go out or to stay home. Participants indicated felt regret either prior or subsequent to counterfactual-generation. Results: ANOVA indicated main effects of decision-type and timing of regret judgments: participants felt more regret about decisions to stay home, and felt more regret after counterfactual generation. Mediation analyses revealed that consistency and desirability mediated the decision-type effect. Although counterfactuals did not mediate this effect, it did serve as a significant predictor of overall regret. Conclusions: These findings are supportive of the Seta et al. model and support their emphasis on the relationship between an individual's decision and his/her action-orientation as a determinant of regret. In addition, the results suggest that counterfactuals do play a role in producing regret, although this effect is not the one expected from norm theory. Possibilities for mediating and moderating roles of counterfactuals are discussed.

**D63****IDEOLOGIES IN CONFLICT: THE IMPACT OF COMPETITION ON MULTICULTURAL AND COLORBLIND APPROACHES TO PREJUDICE REDUCTION**

*Bernadette Park, Joshua Correll; University of Colorado at Boulder* – Both colorblind and multicultural approaches to intergroup relations have had success in reducing expressions of prejudice (Gaertner, et al., 1999; Wolsko, Park, Judd & Wittenbrink, 2000). One lingering question concerns the efficacy of these approaches in conflict-ridden situations. In two studies, we examined ideologies and conflict. In Study 1, White undergraduates read short essays advocating colorblind, multicultural or no ideology (the control condition), followed by a fabricated article about a university policy that would give priority to minority students during course registration, either at the expense of White students (zero-sum: ZS) or at no cost (non-zero-sum: NZS). Replicating previous work, colorblind and multicultural participants in the NZS condition showed reduced prejudice relative to controls. Although we predicted that ZS participants would show heightened prejudice as a result of the conflict induction, ZS colorblind and control participants surprisingly showed a reduction in prejudice, compared both to their NZS counterparts and to multicultural participants in ZS. Study 2 examined the possibility that colorblind participants in the ZS condition became defensive. Colorblind, multicultural and control participants in the ZS condition read about the costly policy and immediately evaluated the relevant ethnic groups (Time 1). After several distractor tasks, participants evaluated the groups again (Time 2). As in Study 1, colorblind and control participants expressed lower levels of prejudice at Time 1, relative to participants in the multicultural condition. At Time 2, this pattern dramatically reversed: relative to those in the multicultural condition, colorblind and control participants expressed significantly greater ethnic prejudice.

**D64****POSITIVE EMOTIONS AND POSITIVE REAPPRAISAL IN RESPONSE TO SEPTEMBER 11TH: EXAMINING PREDICTORS OF EMOTIONAL COMPLEXITY IN THE FACE OF THREAT**

*Daniela Colognori, Michele M. Tugade, Lisa Feldman Barrett, Kirsten Lebo; Boston College* – The September 11th attacks were traumatic, producing a continuing sense of threat and vulnerability. Despite the negative consequences of these events, some were able to experience positive emotions. We examined positive coping strategies in the face of ongoing threat as a predictor of emotional complexity, or the tendency to use discrete emotion labels rather than globally valenced terms when describing one's feelings (Feldman, 1995; Feldman Barrett, 1998). Emotional complexity has been identified as important for effective emotion regulation (Feldman Barrett, Gross, Conner, & Benvenuto, 2001). U.S. college students (N = 53) were tested six months after 9/11. Episodic representations of 9/11 were activated via media presentations. Participants were then randomly assigned to one of three experimental conditions intended to manipulate the ways in which they coped with their memory of the events: positive emotion, positive reappraisal, and a neutral control. Finally, participants completed two writing tasks aimed to assess emotional complexity in different contexts: a hypothetical scenario task and a personally relevant essay task. Findings revealed that participants in the positive emotion condition showed the greatest emotional complexity in the hypothetical scenario task ( $F(2, 51) = 6.30, p < .01$ ). Those in the positive reappraisal condition showed the greatest emotional complexity in the personal essay task ( $F(2, 51) = 4.05, p < .05$ ). Results suggest that different positive coping strategies may be useful under different circumstances (e.g., according to the salience of a situation). Implications for research on positive coping strategies in the face of adversity are discussed.

**D65****COLLEGE CHOICE, COLLEGE ADJUSTMENT AND COPING STRATEGIES**

*Betty Witcher<sup>1</sup>, Deletha Hardin<sup>2</sup>; <sup>1</sup>Peace College, <sup>2</sup>University of Tampa* – In recent years researchers have become increasingly interested in factors affecting college choice and whether those factors are linked to personality and social factors (Martin & Dixon, 1991). The current research examines how factors affecting students' choice of college may be related to students' ability to adjust to college, the types of coping strategies students engage in once in college, and college performance (as measured by GPA). In the current study these variables were assessed in samples from two colleges. In both samples students' level of adjustment was related to GPA. Specifically, students who reported higher optimism regarding their college performance had higher GPAs (sample 1:  $r = .25, p < .05$ ; sample 2:  $r = .39, p < .05$ ). In addition, factors affecting college choice were also associated with GPA. Attitude toward the specific college was positively associated with GPA ( $r = .33, p < .01$ ) in sample 1, while the use of college to develop a life plan was negatively associated with GPA ( $r = -.35, p < .05$ ) in sample 2. Within both samples, college choice was correlated with measures of both college adjustment and coping strategies. Thus, it appears that understanding students' ability to adjust to college, the coping strategies students' use and the factors that affect their choice of college may be helpful in predicting college success. Larger samples need to be obtained to further examine the relationship of these variables. Implications for performance and retention are discussed.

**D66****DIFFERENTIAL CONDITIONING OF FEAR TO INGROUP AND OUTGROUP FACES**

*Leah R. Zimmer<sup>1</sup>, Eddie Harmon-Jones<sup>1</sup>, Patricia G. Devine<sup>1</sup>, David M. Amodio<sup>2</sup>; <sup>1</sup>University of Wisconsin, Madison, <sup>2</sup>University of California, Los Angeles* – Based on the cultural stereotype that Blacks are violent, we used a conditioning paradigm to examine whether White participants would show stronger acquisition and resistance to extinction of a fear response to Blacks versus Whites, and whether prejudice level

moderated these responses. During acquisition, participants viewed Black and White faces; faces of one race were paired with aversive electric shock. During extinction, participants viewed the same faces without shock. Fear-potentiated startle eyeblink responses and skin conductance level (SCL) were measured. Startle and SCL data revealed that during acquisition, participants learned a fear response to faces paired with shock. During extinction, startle data revealed that high-prejudice participants had larger startle magnitudes to the face previously paired with shock when that face was Black, but not when the face was White. Low-prejudice participants did not show heightened startle to either Black or White faces previously paired with shock. SCL data revealed different patterns. Low-prejudice participants showed heightened SCL to the face previously paired with shock when that face was Black, but not when the face was White. High-prejudice participants did not show heightened SCL to either Black or White faces previously paired with shock. High-prejudice participants' resistance to extinguish heightened startle responses to Blacks may reveal a mechanism through which, once created, outgroup stereotypes and prejudice are maintained. In addition, consistent with recent research showing that emotional suppression increases SCL, our findings may indicate that low-prejudice participants' heightened SCL reflects an attempt to suppress prejudiced responses.

**D67**  
**THE EFFECTS OF COGNITIVE INTERDEPENDENCE AND ATTRIBUTIONS ON RELATIONSHIP WELL-BEING** *Jeffrey M. Williams, Linda K. Acitelli; University of Houston* – The current study examined the relation between the cognitive representation of oneself in relation to one's partner (cognitive interdependence (Agnew et al. (1998), CI), attributions for negative events, and self-reported relationship well-being in an area probability sample of 238 couples. Previous studies have shown a relation between attributions and relationship well-being, as well as a relation between CI and well-being. In the current study, alternative models were tested whereby (1) the relation between CI and well-being would diminish or disappear when attributions were introduced in the model or (2) that attributions would moderate the relationship between CI and well-being. Aron et al's (1991) Inclusion of the Other in the Self scale and Acitelli et al's (1999) Couple Identity were used to assess CI. To assess well-being, we used Crohan and Veroff's (1989) measure, which includes questions of satisfaction, commitment, and equity. Attributions for negative events determined who the individual felt was to blame for disagreements within the relationship (self, partner, or both). Although the mediational model was not supported, analyses revealed that attributions moderated the relation between CI and well-being. Specifically, individuals who blame the partner or both the self and the partner exhibit a positive relation between CI and well-being, whereas this relation is attenuated for those who blame the self for negative events. In other words, for those individuals who blame themselves for negative events, their relationship well-being is not connected to their representation of self in relation their partner. Implications of these findings will be discussed.

**D68**  
**THE IMPACT OF THE ACHIEVEMENT OF INGROUP GOALS ON INDIVIDUALS' WELL-BEING** *Kai Sassenberg; University of Jena* – Recent approaches in research on motivation as for example self-regulation theories have yet rarely been applied in intergroup settings. The current research does so by studying whether mechanisms known from individual self-regulation guide intergroup behavior in a similar fashion. In other words: self-regulation on the level of the social self was studied. When group members are highly identified with a group and this social identity is salient, one can predict that group goals and norms guide behavior in similar ways as individual goals and standards do when personal identity is salient. Furthermore, when social identity is salient the achievement of group goals should have more impact on affect and well-being than individual goals. These hypotheses were tested in a correla-

tional study and an experiment. Study 1 assessed the actual self, the individual goals, the ingroup goals and the outgroup goals of undergraduate students as members of the student community. As predicted for highly identified students the match between ingroup goals and actual self predicted affect and well-being better than the match between individual goals and actual self. Conversely, for low identified students the match between individual goals and actual self was more influential than the match between ingroup goals and well-being. In Study 2 the relative impact of achieving individual and ingroup goals on well-being was replicated experimentally, assuring the causal impact of goal-achievement on affect. Taken together, results show that group goals guide behavior more than individual goals when social identity is salient.

**D69**  
**HETEROSEXUALS' ATTITUDES TOWARD HOMOSEXUALS: EXPERIMENTAL EVIDENCE THAT CONTACT MATTERS IN CREATING POSITIVE ATTITUDES** *Adam W. Fingerhut, Curtis D. Hardin; UCLA* – Both anecdotal evidence and correlational research suggest that contact with gay people is associated with more positive attitudes regarding homosexuality. To date, empirical research has been correlational, and no experimental evidence exists demonstrating that contact with gay people causes positive attitudes. The current investigation provides this experimental evidence. To test the prediction that contact causes positive attitudes, 99 heterosexual undergraduates (48 females, 51 males) at a major California public university, allegedly participating in a study on lexical decision ability, interacted with a male graduate student experimenter who incidentally revealed that he was either heterosexual or gay. Following this contact, participants completed 2 measures of explicit attitudes, the 25-item Index of Homophobia and the 10-item Attitudes Toward Gay Men Scale. Participants also completed explicit measures of racial and gender bias to provide discriminant validity. Participants completed the surveys in isolation and placed them in a sealed box, thus minimizing experimenter demand. In line with the predictions, participants expressed more positive explicit attitudes toward gays following interaction with a gay versus heterosexual experimenter ( $p < .05$ ). Although women expressed lower levels of antigay bias than men on both measures of attitudes toward homosexuals, they were less likely to shift their attitudes in the presence of a gay person. Also as predicted, explicit attitudes about race and gender were unaffected by the sexual orientation of the experimenter. Future research is needed to better understand the mechanisms that lead to attitude change following contact.

**D70**  
**KNOWING IS HALF THE BATTLE: TEACHING STEREOTYPE THREAT AS MEANS OF ELIMINATING PERFORMANCE DEFICITS.** *Michael Johns, Toni Schmader; University of Arizona* – Research on stereotype threat has shown that individuals sometimes perform more poorly on tasks when negative stereotypes about their group's ability in that domain are made salient. The present study was designed to examine whether teaching women about the negative performance effects of stereotype threat would reduce the effect of stereotype threat on their math test performance. Men and women completed a standardized math test under one of three conditions. In the control condition, the test was described as a non-diagnostic measure of problem solving strategy. In the stereotype threat condition, the test was described as a valid measure of mathematical aptitude. In a third condition, the test was described as a valid measure of math ability, however, participants were informed about the effects of stereotype threat on math performance and women were encouraged to attribute any anxiety they might feel while taking the test to stereotype threat. Replicating the basic stereotype threat effect, women's scores were equivalent to men's in the control condition but significantly lower than men's under stereotype threat. However, women who took the test after being informed about the effects of stereotype threat performed equally to women in the control condition and to men

in all three conditions even though negative stereotypes had been primed explicitly. The results provide evidence that teaching members of socially stigmatized groups about the potentially harmful effects of negative social stereotypes can reduce stereotype threat.

**D71**

**SELF-FOCUS AND EMOTIONAL RESPONDING IN EUROPEAN AMERICANS AND ASIAN AMERICANS** *Yulia Chentsova-Dutton, Jeanne Tsai; Stanford University* – Previous findings suggest that when people pay attention to themselves, they experience more intense emotions. These findings are based on European American samples (EA), whose self-concept is more individually than relationally oriented. If thinking about the salient aspects of self is associated with emotional experience, then people whose self-concept is more relationally oriented (e.g., Asian Americans [AA]), should experience more intense emotions when they are thinking about close others than when they are thinking about themselves. To test this hypothesis, 20 EAs and 20 AAs wrote about events that either happened to them ("individual self" condition) or to their family members ("relational self" condition) and then watched emotional film clips (amusing, sad). EAs experienced and expressed more positive emotion during the amusing clip in the "individual self" than in the "relational self" condition. As predicted, AAs experienced and expressed more positive emotion in the "relational self" condition than in the "individual self condition." There were no significant effects or interactions involving Group or Condition during the sad clip. These results suggest that compared to EAs, emotional experience and expression may be more relationally embedded for AA.

**D72**

**MOTIVATIONAL MYOPIA: VISCERAL INFLUENCES ON RISK TAKING BEHAVIOR** *Peter Ditto, Eden Epstein, David Pizarro; University of California, Irvine* – Visceral cues indicating close proximity to an object of desire (e.g., the smell of desirable food or the sight of an attractive sexual partner) can result in a state of "motivational myopia" in which decisions are disproportionately influenced by the anticipated rewards of immediate gratification rather than the risks of the consumatory behavior. We examined this hypothesis by presenting 80 undergraduates with the choice of playing a game in which they could win chocolate chip cookies at the risk of remaining in the lab an extra 30 minutes completing pattern recognition tasks. Half of the participants were told the game was low in risk (8/10 chance of winning cookies), and half that it was relatively high in risk (6/10 chance of winning cookies). Orthogonally, half of the participants were only told about the cookies, whereas for the other half the cookies were freshly baked in the lab and placed in front of participants as they made their decision. Participants for whom the cookies were merely described were (rationally) less likely to play the game under high risk than under low risk conditions (45% vs. 95%). Participants who could see and smell the cookies, in contrast, were just as likely to play the game under high risk as under low risk conditions (80% vs. 85%), and almost twice as likely to play the high risk game as participants who could not see or smell the cookies. The underappreciated role of visceral factors in social cognition theory and research is discussed.

**D73**

**THE ROLE OF UNCERTAINTY ORIENTATION AND TEMPORAL SELF-APPRAISAL IN COUNTERFACTUAL THINKING** *Graeme Haynes, Richard Sorrentino, James Olson, Andrew Szeto, Sirkka Wirkki; University of Western Ontario* – The present research sought to determine if the manipulation of psychological time elapsed (made to feel recent vs. distant) from an important life event (either positive or negative) would affect 1) the evaluation of the self at the time of the event as compared to the present self; 2) the generation of counterfactual thoughts (i.e., alternative outcomes, either better or worse) pertaining to the critical event. It was predicted that a negative event made to feel psychologically recent would lead to the most upward counterfactuals (better alternative outcomes) and a positive event made to feel psychologically distant would

lead to the most downward counterfactuals (worse alternative outcomes). We also measured people's differences in uncertainty orientation, predicting that uncertainty-oriented people would conform to expected predictions, whereas certainty-oriented people would not. Consistent with previous research on temporal self-appraisal (Wilson & Ross, 2001) and counterfactual thinking (Roese & Olson, 1993), participants who were assigned to describe a negative interpersonal event (approximately six months prior) tended to derogate their past self at the time of the event in relation to their current self and generated more upward counterfactual thoughts, whereas participants who described a positive interpersonal event tended not to derogate the past self in relation to their current self and generated more downward counterfactual thoughts. Individual differences in uncertainty orientation interacted with time perspective and valence of event, revealing that as predicted, uncertainty-oriented individuals generally conformed to the expected pattern of counterfactual generation whereas certainty-oriented individuals did not.

**D74**

**DEVELOPMENTAL TRAJECTORIES OF ACADEMIC MOTIVATION DURING TRANSITION FROM HIGH SCHOOL TO COLLEGE: A SEMI-PARAMETRIC GROUP-BASED APPROACH** *Catherine Ratelle, Frédéric Guay, Simon Larose, Caroline Sénécal; Université Laval* – The present study aimed at studying developmental trajectories of academic motivations during a school transition using a conventional and a group-based, multinomial approach. Several studies have documented the undermining role of school transition on students' motivational dimensions (see Wigfield et al., 1996; Wigfield & Eccles, 2000). However, most of these studies usually assumed that motivational development was a homogeneous phenomena where individuals develop in a likewise fashion. Our main goal was to determine whether academic motivations, conceptualized from the stance of self-determination theory (Deci & Ryan, 1985, 1991, 2000), develop in a homogeneous fashion (the conventional approach) or rather in a heterogeneous fashion. The group-based, semi-parametric approach to developmental trajectories (Nagin, 1999) was used to examine heterogeneous development. Participants were 729 students surveyed once a year on a 3-year period (last high school year, and years 1 and 2 of college), where measures of motivational styles were administered. Results suggested that most motivational styles tend to develop differently for distinct groups of individuals, suggesting that examining motivational development in a more complex and discriminate way can be quite valuable. Specifically, three developmental profiles were identified for amotivation and intrinsic motivation while two developmental profiles were found for external, introjected, and identified regulations. Furthermore, distinguishing among heterogeneous motivational patterns allowed a better understanding of individual experience where social dimensions such as parental involvement and autonomy support were associated with the most self-determined motivational trajectories. Results are discussed in terms of their implications for research and theories on motivation and development.

**D75**

**REPORTED TRUTHFULNESS ACROSS INTERNET, AND FACE-TO-FACE MEDIUMS** *Brad Okdie, Amber McLarny-Vesotski, Frank Bernieri, David Oberleitne; University of Toledo* – People report trusting those who are near to them more than they trust those who are more distant (Handy, 1995). This poses a question concerning the trustworthiness of various forms of internet communication where partners maybe literally continents away. Social interaction via the internet is rapidly growing. Nearly 80% of the people online on any given day send and e-mail (Pew Internet Report, 2000). Due to the anonymity of the chatroom environment, truthfulness of communicated content is an obvious concern. This study examined truthfulness within instant messaging (IM) communications and subsequent face-to-face interactions. Pairs of participants engaged in a ten-minute internet chat anonymously in separate rooms.

After reporting on various aspects of their IM chat including its truthfulness, they were invited to actually meet the person they had just chatted with over the internet for a subsequent 10-minute face-to-face interaction. Across both contexts, participant's reported being more truthful than they perceived their partner to have been, ( $F(1,77) = 3.50, p < .05$ ). IM chats were considered more truthful than face-to-face interactions, ( $F(1,77) = 17.00, p < .05$ ). Finally, participants felt that they were more truthful than their partner during the IM chat but less truthful than their partner during the face-to-face interaction (interaction  $F(1,77) = 44.21, p < .05$ ). In contrast to the common belief that IM conversations are generally untrustworthy, we found that within the context of the research reported here, self-reported and perceived truthfulness within internet communications was higher than during face-to-face interactions.

#### D76

##### **DISTINCT INTERPERSONAL GOALS FOR INTERRACIAL INTERACTIONS: THE ROLE OF INTERNAL AND EXTERNAL MOTIVATION TO RESPOND WITHOUT PREJUDICE**

*Amanda B. Brodich, Patricia G. Devine, Stephanie L. Vance; University of Wisconsin, Madison* – Intergroup interactions are notoriously difficult. While research demonstrates that many people are concerned about appearing prejudiced in intergroup settings, little is known about why people want to appear nonprejudiced or the specific goals pursued in such interactions. Recent work suggests that the goals people adopt in interracial interactions may vary as a function of their self-reported sources of motivation to respond without prejudice (i.e., internal vs. external). Specifically, we argue that those who are internally and externally motivated (high IMS/high EMS) adopt the goal of revealing their personally-accepted nonprejudiced identity, whereas those who are only externally motivated (low IMS/high EMS) adopt the goal of strategically concealing personally-accepted prejudice. We tested this hypothesis using self-report and behavioral methodologies. In Study 1, we assessed participants' endorsement of reveal versus conceal goals for interracial interactions. Whereas high IMS/high EMS participants more strongly endorsed reveal goal items, low IMS/high EMS participants more strongly endorsed conceal goal items. In Study 2, prior to an interracial interaction, participants were provided with the opportunity to complete a task that ostensibly would improve the interaction either by helping them to conceal or to reveal their feelings in the interaction; time spent on the task was measured. Analysis of time spent on the task revealed that whereas high IMS/high EMS participants spent more time on the task in the reveal condition, low EMS/high IMS participants spent more time on it in the conceal condition. These findings are discussed in terms of goal setting and self-regulation in interracial interactions.

#### D77

##### **DOES REJECTION HURT? AN FMRI STUDY OF SOCIAL EXCLUSION**

*Naomi I. Eisenberger<sup>1</sup>, Matthew D. Lieberman<sup>1</sup>, Kipling D. Williams<sup>2</sup>; <sup>1</sup>UCLA, <sup>2</sup>Macquarie University* – Neural evidence suggests underlying commonalities in the brain regions involved in the experience and recovery from both physical pain and social pain (pain following rejection). In the first neuroimaging study of social exclusion, participants were scanned while playing a virtual ball-tossing game in which they were ultimately excluded. We hypothesized that anterior cingulate cortex (ACC) would be activated upon social exclusion and would be associated with heightened distress because of its role in distress from physical pain, and that right ventral prefrontal cortex (RVPFC) would be activated following exclusion and would be associated with reduced distress because of its role in regulating emotional distress. Paralleling results from physical pain studies, the ACC was more active during exclusion than inclusion and was positively correlated with self-reported distress. RVPFC was also more active during exclusion than inclusion and was negatively correlated with self-reported distress. Finally, ACC changes mediated the RVPFC-distress correlation suggesting RVPFC regulates the distress of social exclusion by disrupting ACC activity.

#### D78

##### **A NEW TRICK FOR AN OLD DOG: ISSUES IN THE CONSTRUCTION OF BIG FIVE SCALES FOR THE CALIFORNIA PSYCHOLOGICAL INVENTORY**

*Christopher Soto, Oliver John; UC Berkeley* – Long-term longitudinal study of the "Big Five" personality dimensions has been impeded by the fact that modern Big Five measures (e.g., Costa & McCrae, 1989, 1992; Goldberg, 1990) have existed for fewer than fifteen years. One solution to this problem is the creation of Big Five scales for instruments that predate the Big Five but have already been used to collect longitudinal data. Toward this end, as well as to address longstanding conceptual issues in scale construction such as scale length, discriminant validity, and breadth of construct measurement, Big Five measures were constructed from the items of the California Psychological Inventory (CPI; Gough, 1956), a questionnaire used in longitudinal research for more than 45 years. Three sets of scales were developed, each by a different method: (1) rational judgment of item content, (2) an empirical algorithm, and (3) a combined rational-empirical approach. All three sets of scales demonstrated considerable internal consistency and convergent validity in analyses of self- and peer-report data. Some of the rational scales, however, lacked discriminant validity, whereas some of the empirical scale items lacked content validity. The scales constructed via the combined rational-empirical approach, however, demonstrated convergent, discriminant, and content validity. Discussion focuses on the implications of these findings for issues in scale construction and for the analysis of a substantial body of existing longitudinal data within the Big Five framework to resolve the ongoing debate about the stability and change of personality across the adult life span.

#### D79

##### **WHEN DOES STEREOTYPING ASIANS SEEM TABOO? PRIMING THE MOTIVATION TO AVOID PREJUDICE THROUGH EXPOSURE TO BLACK FACES.**

*Alexander Gunz, Ziva Kunda; University of Waterloo* – Past research has shown that people cued with the motivation to avoid prejudice will suppress use of stereotypes. We argue that there is a strong link from the Black stereotype to this motivation, but not from the Asian stereotype. Priming the Black stereotype should therefore activate this motivation, which should in turn carry over and suppress a subsequent use of the Asian stereotype. Participants in our control condition made S.E.S. related judgements about a series of White faces. These participants were subsequently quite willing to use the Asian stereotype in an impression formation task, rating an Asian (but not a White) target as likely to have a science based career and university major. Participants in the experimental condition did the same initial face rating task, except that half of the faces were Black (Blacks and Whites received identical ratings). In our subsequent impression formation task, these participants inhibited use of the Asian stereotype, judging the target as likely to be an arts major and to have a people oriented career, regardless of her apparent ethnicity. Being asked to make stereotypic judgments about Blacks therefore seems to cue the motivation to avoid prejudice, whereas making stereotypic judgements about Asians does not. Once cued though, the motivation to control prejudice does suppress application of the Asian stereotype. Application of the Asian stereotype is therefore vulnerable to the motivation to control prejudice, but unlike the Black stereotype, is not so strongly associated as to cue it automatically.

#### D80

##### **THE ETIOLOGY OF A STRONG ARGUMENT**

*Andrea Hamm, Aaron Smith-McLallen, Blair T. Johnson; University of Connecticut* – Research consistently shows that strong arguments persuade more than weak arguments, yet relatively little is known about what makes an argument strong. Some evidence suggests that judgments of argument strength are more closely associated with judgments of positive or negative consequences (valence) than judgments of likelihood that the argument is true (Areni & Lutz, 1988). Two experiments confirmed these relationships and

identified conditions that moderate the influence of likelihood on strength judgments. The first experiment examined these relationships across four issues; senior comprehensive exams as a requirement for graduation, tuition increases, animal rights, and US-Arab relations. Using a between-subjects design, participants rated the arguments on valence, likelihood, or strength. For each issue, the argument's strength ratings were more strongly correlated with valence than with likelihood rating. In a second study using a within-subjects design and only the US-Arab relations issue, participants rated arguments on all three argument dimensions. We also measured participant's self-rated issue expertise, issue-relevant knowledge, and influencability as potential moderators of the likelihood-strength relationship. Although we confirmed a large valence-strength relationship, multi-level models showed that high levels of issue expertise or issue-relevant knowledge, or low levels of self-reported influencability increased the magnitude of the likelihood-strength relationship. Overall, findings confirm that valence is more strongly associated with argument strength than likelihood, but individual differences in knowledge and gullibility somewhat moderate importance of likelihood judgments. Results are discussed in terms of expectancy-value attitude models and applications of these findings to persuasion research.

#### D81

**THE ACCURACY-SOCIAL SKILLS LINK: MOVING BEYOND THE ABILITY OF THE JUDGE** *Jana Spain; High Point University* – Previous work exploring the link between social skills and the accuracy of personality judgments has focused almost exclusively on the ability or perceptivity of the judge. The social skills of the target, however, may impact cue availability or relevance and thus may also relate to accuracy. Using data from both a traditional college sample (N=101, age = 20.56) and a non-traditional college sample (N=110, mean age = 33.88), this study examined the role the social skill of the target plays in accuracy. We expected that dimensions of a target's social skill, particularly concern for social norms (social sensitivity) and self-presentation skill (social control), would relate to the accuracy of personality judgments made by 7 knowledgeable informants (parents, 2 friends, 2 co-workers, and significant other). Targets completed Riggio's (1986) Social Skills Inventory and rated their personality using items from the California Q-set (Block, 1978). Each informant also described the target's personality using the q-set items and accuracy assessed as self-other profile agreement. In both samples, informants' accuracy scores were significantly correlated with dimensions of the target's social skill. For example, a target's social control ability was positively correlated with the accuracy of his or her informants' judgments (11 of 14 correlations significant at  $p < .01$ , 2 of 14 significant at  $p < .05$ ) and a target's social sensitivity was negatively correlated with accuracy (5 correlations significant at  $p < .01$ , 3 at  $p < .05$ ). The relationships between dimensions of social skill and accuracy persisted even after controlling for the target's extraversion.

#### D82

**CONVENIENT FORGETTING: MEMORY BIAS AND MAINTENANCE OF THE PLANNING FALLACY** *Mark Staltnaker, Nicholas Epley; Harvard University* – People consistently and dramatically underestimate their task completion times. What is puzzling, however, is why people don't seem to learn from these mistakes despite repeated experience with this Planning Fallacy: people still commit this bias even in domains where prior experience would appear to produce more calibrated judgments. Data from two studies suggests that this may be partly explained by people's tendency to better recall their accurate time predictions relative to their overly optimistic predictions. In the first experiment, participants predicted the completion date for a number of personal projects. Two months later they were contacted again and unexpectedly asked to recall the projects they had listed in the first session, and to report the actual completion date for all projects actually listed. Results demonstrated that participants completed the recalled tasks 1.3 days ahead of schedule, compared to completing the forgotten tasks 3.3

days behind schedule. Participants only committed the planning fallacy on tasks they conveniently forgot. A second experiment either confronted participants with previous prediction errors or not, and then asked them to indicate how often they committed the planning fallacy compared to others. Those not confronted with their prediction errors thought they were less susceptible to the planning fallacy than others, while those confronted with prediction errors thought they were more susceptible. People may not learn from their mistakes, it appears, because they forget that they have made them.

#### D83

**MOTIVATIONAL BASES OF CONDOM ATTITUDES** *Lori A. J. Scott-Sheldon, Demis E. Glasford, Kerry L. Marsh, Blair T. Johnson; University of Connecticut* – People hold and express attitudes for different reasons (e.g., Katz, 1960; Smith, 1947; Smith, Bruner, & White, 1956). For example, attitudes toward condoms may emphasize a need for social approval (utilitarian) or relationship maintenance (social-adjustive). Cooper, Shapiro, and Powers (1998), for instance, find systematic individual differences in sexual motivations. However, Cooper et al. (1998) focused on participants' general motivations for sex rather than specific associations with condom use (e.g., Ajzen & Maden, 1986; Fisher & Fisher, 1992). Knowing the specific functional bases of condom attitudes may be key to understanding how to promote condom use. To assess the functional bases of condom attitudes, one hundred and ninety-nine college students were asked to list any thoughts that came to mind when thinking about condoms. Condom thoughts were coded by two independent raters (kappas = .70 - .86). Analyses showed that participants' spontaneous associations with condoms reflected sexual/sensory (47% utilitarian) and general safety/pregnancy prevention (32% knowledge) functions more than interpersonal-relations (13% social-adjustive), disease (7% ego-defensive), or moral (1% value-expressive) functions. One fundamental assumption of motivational theories is that matching a message to a given individual's needs is essential for effective persuasion (Johnson & Eagly, 1989; Marsh & Julka, 2000). Results from this study suggest that matching sexual risk reduction messages to sexual/sensory and safety/pregnancy prevention attitudes may be necessary to increase condom use among college students.

#### D84

**HYPOCRISY OF OTHERS: WHY IS SAYING ONE THING AND DOING ANOTHER MORE HYPOCRITICAL?** *Jamie Barden, Derek D. Rucker, Richard E. Petty; Ohio State University* – To date, research on hypocrisy has focused on perceiving the self as hypocritical. For example, dissonance research shows that individuals will change their behaviors to avoid acting hypocritical to their own beliefs (Aronson, Fried, & Stone, 1991). The current research is the first to focus on judging others to be hypocritical. Hypocrisy has typically been viewed as occurring when a person "says one thing and does another." No research to date, however, has addressed what it is about this conjunction that produces inferences of hypocrisy. In Study 1, we examine whether the order of saying and doing matters. Participants received a target's belief statement (e.g., "Columbus needs to develop a healthier lifestyle.") either preceding or following an inconsistent behavior (e.g., For a week, Pat just ordered pizzas never leaving the couch). Targets were judged to be more hypocritical and were evaluated more negatively overall when the belief statement followed rather than preceded 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) ruling out halo-effects. Study 2 ruled out a contrast alternative for the results by showing that order was more important than the valence of statement and behavior in producing hypocrisy. Study 3 showed that the reason order matters in hypocrisy judgments is that when statements follow behavior, people infer that the target has undergone a fundamental change, attenuating the perception of hypocrisy.

**D85****USING AN ATTRIBUTIONAL INTERVENTION TO IMPROVE ACADEMIC ACHIEVEMENT AMONG MINORITY STUDENTS**

*Roseann F. Titcombe, Gregory M. Walton, Geoffrey L. Cohen; Yale University* – An attributional retraining intervention was administered to African American and White Yale freshmen. In contrast to other attributional interventions that strove to remedy maladaptive attributions for academic failures (e.g., Wilson & Linville, 1982; Aronson, Fried, & Good, 2001), this intervention was designed to remedy maladaptive attributions for doubts about one's social acceptance. Participants in the treatment condition were told that many upperclassmen of all racial groups initially worried about their acceptance at Yale but that this doubt dissipated over time. Participants in the control condition were given extraneous information about change in the social-political attitudes of upperclassmen. It was predicted that African Americans—who may be most uncertain about their fit in historically White academic settings—would benefit most from the perception that doubts about one's acceptance are normative and unstable. Indeed, African Americans in the treatment condition reported far more positive academic attitudes than African Americans in the control condition, both immediately following the manipulation and up to a week later. Moreover, the intervention buffered academic attitudes against daily stressors: whereas the academic attitudes of African Americans in the control condition varied each day with the positivity of that day, those of African Americans in the treatment condition were resilient even on bad days. Finally, the intervention increased the extent to which African Americans engaged in academic activities (e.g., emailing professors). By contrast, Whites showed, if anything, the opposite pattern. Attributional retraining interventions that address students' doubts about their acceptance can markedly improve academic achievement among minority students.

**D86**

**THE EXPLANATORY UTILITY OF MEANINGFUL BELIEFS** *Jesse Preston, Nicholas Epley; Harvard University* – What is it that makes a belief meaningful? Some beliefs people hold are viewed as simple facts, whereas others hold great importance and meaning to the believer. We propose that the meaningfulness of a belief is a function of whether that belief is seen as the cause or effect of other events. We predicted that beliefs become more meaningful to the extent that they can explain other events, facts, and observations. Conversely, meaning is diminished if a belief can be explained by another event, fact, or observation. In studies one and two, we provided subjects with a research finding from psychology. Participants had to either write about the implications (effects) of the finding, or the underlying mechanisms (causes). In two control conditions, participants either were told to write any thoughts they had about the finding, or given no instructions. Compared with control conditions, participants rated the finding as less important and meaningful when they wrote about the underlying mechanisms, and more important and meaningful when they wrote about the resulting implications. In study three, we investigated how explanatory utility affects the meaningfulness of religious beliefs. Participants were provided with a brief description of the Greek god Poseidon. They were asked to write either one or three event(s) that belief in Poseidon might explain to the ancient Greeks. Participants in the three-effects condition rated the Greeks' belief in Poseidon as higher compared with those in the one-effect condition, suggesting that explanatory utility is important in deriving meaning from a belief.

**D87****SELF-AWARENESS AND STEREOTYPING OF THE SELF**

*Scott Eidelman, Monica Biernat; University of Kansas* – Recent theorizing argues that individuals often take on the attributes of their groups (i.e., self-stereotype) in contexts where group membership is made salient (e.g., Turner, Hogg, Oakes, Reicher, & Wetherell, 1987). Though a shift in "perceived identity" is thought to occur, it is unclear whether this shift results

in individuals actually seeing group attributes as their own, or instead if self-stereotyping achieves a more fleeting goal related to situational pressure or experimental demand. Our research sought to understand the phenomenology of this process by manipulating participants' self-awareness following categorization as a group member. Women selected for being high or low in identification with their gender group were first placed in a context where this self-category was made salient. Participants then filled out several questionnaires, either facing a mirror (high self-awareness) or not (low self-awareness). Three measures of self-stereotyping revealed the same pattern of effects; when participants faced a mirror, self-stereotyping decreased for those high in identification with their gender group, but increased for those low in identification with their gender group. Though these results suggest that the highly identified women in our sample did not see female attributes as their own, other interpretations of the data are possible. One might argue that manipulating self-awareness with a mirror is particularly personalizing (e.g., Abrams, 1994). On the other hand, categorization as a group member may invite within-group standards, leading to the reporting of relatively less stereotypic attributes (e.g., Biernat & Manis, 1994).

**D88****PERSONALITY AND BEHAVIORAL CORRELATES OF DEPRESSIVE SYMPTOMS FOLLOWING THE EVENTS OF SEPTEMBER 11, 2001**

*Kathryn Truax Holcomb; Indiana University Kokomo* – The roles of information-seeking and social isolation in emotional and behavioral reactions to the events of September 11, 2001 were investigated. In the time period from 48 to 86 days after 9/11, 109 students from a small Midwestern regional campus completed a series of questionnaires about their emotions and feelings of social isolation as well as their cognitive and behavioral reactions to the events of 9/11. Not surprisingly, ruminating about the events of 9/11 was correlated with experiencing more symptoms of depression; however, gender differences in rumination and depression were not found. Viewing reports about 9/11 in the news media (television, radio, newspapers, and the internet) in the two weeks following 9/11 was not related to positive or negative emotions, but participants who reported a greater decrease in viewing news media about 9/11 from the first to second week following 9/11 also reported experiencing more symptoms of depression. Additionally, the more that participants reported feeling that their opinions and ideas differed from those of their friends and relatives after the events of 9/11, the more symptoms of depression and the fewer positive moods they reported experiencing. Participants who reported paying more attention to their moods and who expressed a greater desire to monitor threatening information also reported more depressive symptoms. An implication of this study for personality and coping is that traumatic events may overwhelm the effects of gender and personality on coping responses.

**D89****THE EFFECTS OF PROCESSING POSITIVE EVENTS ON HEALTH AND WELL-BEING**

*Rene Dickerhoof, Sonja Lyubomirsky; University of California, Riverside* – Research suggests that writing about negative or traumatic experiences has beneficial consequences (Pennebaker & Beall, 1986), whereas thinking privately about negative experiences has adverse outcomes (Lyubomirsky & Tkach, in press). Few or no studies, however, consider the effects of writing and thinking about positive life events. Yet, how one processes positive experiences might prove to have very different effects on health and well-being. For example, the organized and analytical nature of writing, which helps individuals assimilate and eventually move past prior life events, may be beneficial when those events are traumas (Pennebaker & Francis, 1996), but not when they are joys and triumphs. Similarly, the disorganized nature of thinking, which appears to encourage repetitive rumination, may be detrimental when applied to negative experiences, yet may sustain positive emotions when applied to happy life events. Accordingly, the aim of this study was to investigate how processing positive experiences differentially affects

indicators of well-being and health. Participants were induced to process one of their “happiest days” either by writing or thinking about it. Additionally, half were instructed to systematically analyze their thoughts and half were told to replay them as though rewinding a tape. As predicted, analyzing positive events (especially through writing) diminished self-reported general health and well-being, whereas replaying such events (especially through thinking) produced the reverse results. The findings suggest that the mode (i.e., writing vs. thinking) and the method (i.e., analyzing vs. replaying) of processing positive events have important implications for mental and physical health outcomes.

**D90**

**THE COGNITIVE INFLUENCES OF FAILURE ON SELF-EVALUATION AND MEMORY** *Carrie Wyland, Bobbi Walling, Todd Heatherton; Dartmouth College* – The present study explores the effects of false negative feedback on the self-referential effect in memory as a function of self-esteem. Participants were classified as having high or low self-esteem (as measured by the Janis and Field Feelings of Inadequacy scale) and then received either an easy version of a word task (with no feedback) or a very difficult version with negative feedback about their performance. Participants then rated 120 trait words (60 positive and 60 negative) taken from Anderson’s (1968) list of 555 trait adjectives in relation to themselves or a familiar TV personality (Oprah Winfrey). After a short distracter task, they were given a surprise recognition task for the trait words. After receiving negative feedback, participants with low self-esteem showed a significantly enhanced memory for words encoded in reference to the self whereas those with high self-esteem did not. This suggests that negative evaluation leads to increased self-focus and greater vigilance for evaluative information about the self, but only in those with low self-esteem. People with low self-esteem have been shown to hold stronger contingency theories about their failures and rejection (Baldwin & Sinclair, 1992) and are proposed to have sociometers that indicate greater probability of rejection (Leary et al, 1995). The current findings are consistent with these theories and shed new light on how ego threat influences cognitive processes related to evaluation and rejection for those with high and low self-esteem.

**D91**

**THE EFFECT OF GOAL-CULTURE CONGRUENCE ON WELL-BEING** *Helen W Sullivan, Shigehiro Oishi; University of Minnesota, Twin Cities* – Researchers have found that making progress on goals pursued for independent reasons increases well-being for North Americans (e.g., Sheldon & Kasser, 1998), but not for Japanese (Oishi & Deiner, 2001). The current study sought to discover whether pursuing goals congruent with one’s culture would increase well-being. Participants (66 Asian American; 96 European American) listed their 5 most important goals for the next month. For each goal, participants indicated the extent to which they were pursuing the goal for different motives: for fun and enjoyment, for parents and friends, and for oneself. They also indicated the extent to which each goal was valued by and important to their culture. Finally, participants reported their current life satisfaction, positive affect, and negative affect. The interaction between culture and pursuing goals for oneself was significant when predicting life satisfaction ( $\beta = .22, p < .01$ ) and positive affect ( $\beta = .23, p < .01$ ) and marginally significant when predicting negative affect ( $\beta = .14, p < .10$ ); pursuing goals for oneself was associated with higher well-being for European Americans but lower well-being for Asian Americans. Thus, it appears that pursuing goals for some independent reasons (i.e., for oneself) was beneficial only for people from an independent culture. Moreover, self-directed goals were perceived to be culturally valued among European Americans but not among Asian Americans ( $\beta$  for the interaction =  $.24, p < .05$ ).

**D92**

**RECYCLING ATTITUDES: A TEST OF THE THEORY OF REASONED ACTION AND DYNAMIC SOCIAL IMPACT THEORY** *Nicholas Schwab<sup>1</sup>, Helen C. Harton<sup>2</sup>, Jerry Cullum<sup>1</sup>; <sup>1</sup>University of Wyoming, <sup>2</sup>University of Northern Iowa* – Presently the state of the Earth’s ecosystems is near universal decline (UNEP, 2000), and the cause of this decline is very much a result of human activities (Goudie & Viles, 1997). One solution to this problem of human consumption and waste is recycling. This study examined the ability of two theories, the theory of reasoned action (TRA; Ajzen & Fishbein, 1980) and dynamic social impact theory (DSIT; Latané, 1996), to predict recycling behavior. TRA predicts that attitudes and perceived norms lead to intentions that then predict behavior. DSIT predicts that people are most influenced by those who live closest to them, leading to regional differences in behaviors. We expected that both theories would be supported and that the combination of the theories would lead to even greater prediction of behavior. 1086 residence hall residents living in 32 “houses” completed three on-line surveys across a semester assessing recycling attitudes, perceived norms, and behaviors. Attitudes and perceived norms predicted recycling behavior, although perceived norms were less predictive over longer time periods. Where a student lived also predicted attitudes and recycling behavior, with students becoming more similar to their housemates over time. Finally, the combination of attitudes, perceived norms, and actual norms (based on house averages) predicted behavior better than the variables from either theory alone. These results support TRA and DSIT and suggest that efforts to increase recycling behavior should focus on the social environment as well as on individual attitudes and perceptions.

**D93**

**ATTACHMENT, SELF-ESTEEM, WORLDVIEWS, AND TERROR MANAGEMENT: PRELIMINARY EVIDENCE FOR A TRIPARTITE SECURITY SYSTEM** *Joshua Hart, Phillip Shaver; University of California, Davis* – On the basis of attachment theory and terror management theory, we proposed that threats to such anxiety-buffering mechanisms as seeking support from close relationship partners and defending one’s cultural worldview should elicit compensatory responses on the part of terror management mechanisms that are not threatened in a particular situation. We additionally hypothesized that the quantity and quality of the compensatory responses should be moderated by adult attachment style, which includes characteristic reactions to threats and stressors. In three experiments, we found that threatening the attachment system elicited greater defense of one’s country among people high in anxiety and greater self-enhancement motivation among people high in avoidance; and that threatening one’s country elicits proximity-seeking among individuals high in anxiety and avoidance (i.e., people with a fearful attachment style), and distancing among individuals low in anxiety but high in avoidance (i.e., those with a dismissing attachment style). Contributing to ongoing efforts to illuminate the combined and dynamically interrelated roles that attachment, self-esteem, and worldview-maintenance play in bolstering psychological security, our studies provide preliminary evidence for a model that conceptualizes these mechanisms as part of a control system devoted to maintaining equanimity in the face of threat.

**D94**

**BEYOND THE GROUP MIND: A QUANTITATIVE REVIEW OF THE INTERINDIVIDUAL-INTERGROUP DISCONTINUITY EFFECT** *Tim Wildschut<sup>1</sup>, Brad Pinter<sup>2</sup>, Jack Vevea<sup>3</sup>, Chester Insko<sup>4</sup>; <sup>1</sup>University of Southampton, <sup>2</sup>University of Washington, <sup>3</sup>University of California, Santa Cruz, <sup>4</sup>University of North Carolina at Chapel Hill* – A quantitative review of 130 comparisons of interindividual and intergroup interactions in the context of mixed-motive situations revealed that intergroup interactions are generally more competitive than interindividual interactions. We identified four moderators of this interindividual-intergroup discontinuity effect – each based on the theoretical perspective that



the discontinuity effect flows from greater fear and greed in intergroup relative to interindividual interactions. Results revealed that each moderator shares a unique association with the magnitude of the discontinuity effect. The discontinuity effect is larger when: (1) participants interact with an opponent whose behavior is unconstrained by the experimenter or constrained by the experimenter to be cooperative rather than constrained by the experimenter to be reciprocal; (2) group members make a group decision rather than individual decisions; (3) unconstrained communication between participants is present rather than absent; and (4) conflict of interest is severe rather than mild.

**D95**

**INDIVIDUAL DIFFERENCES IN RESPONSE TO STEREOTYPE THREAT** Michael J. Tagler<sup>1</sup>, Leon Rappoport<sup>2</sup>; <sup>1</sup>DePaul University, <sup>2</sup>Kansas State University – Stereotype threat theory suggests that negative stereotypes regarding group differences in performance can impair the performance of members of stigmatized groups. In support of this theory, considerable experimental evidence of stereotype threat-induced underperformance has been presented. However, little research has been conducted investigating the degree to which individuals differ in response to stereotype threat. The goal of the present study was to identify individual difference variables that moderate stereotype threat induced underperformance. Participants (N = 198) were given a difficult math exam under either a gender relevant (designed to induce stereotype threat) or gender irrelevant condition. Consistent with the theory, stereotype threat was found to have a small but significant negative impact on female performance. However, gender identification and self-consciousness were found to significantly moderate this effect. These findings indicate that stereotype threat is not experienced by all members of stigmatized groups and that there are important personality differences that contribute to this variability.

**D96**

**TRANSFORMATIONAL AND TRANSACTIONAL LEADERSHIP STYLES AS ROUTES TO CAREER ADVANCEMENT: DOING THE RIGHT THING DIFFERS FOR MALE AND FEMALE LEADERS** Mary C. Johannesen-Schmidt<sup>1</sup>, Marloes van Engen<sup>2</sup>, Claartje Vinkenburgh<sup>3</sup>; <sup>1</sup>Oakton Community College, <sup>2</sup>Tilburg University, <sup>3</sup>Vrije Universiteit – Claims that women exhibit more transformational leadership than men were supported in a recent meta-analysis (Eagly, Johannesen-Schmidt, & van Engen, 2002). Yet despite women's greater use of the more effective leadership styles, men dominate at the CEO level. This study assesses the degree to which transformational and transactional leadership styles are thought to lead to workplace advancement and whether the relationship between leadership style and advancement is perceived differently for male and female leaders. In the United States and Netherlands, 523 participants indicated the degree to which transformational and transactional leadership styles were likely to lead to promotion. Participants made these ratings for a male or female target leader, or a leader whose sex was unmentioned. Level of leadership also varied between participants. Results indicated that inspirational motivation, a subscale of transformational leadership, was judged especially helpful to men's promotion, and individualized consideration was judged especially helpful to women's promotion. Leaders using a hands-off style were thought to be especially unlikely to gain promotion to senior levels of leadership. Transformational subscales inspirational motivation and idealized influence behavior were judged especially helpful for promotion to CEO, and individualized consideration was judged especially helpful to promotion to senior management, but not to CEO. US participants were more extreme in their beliefs regarding the impact of leadership style on promotion. Differences in beliefs regarding behaviors leading to men's, versus women's, promotion, and the distinct behaviors thought to lead to promotion to CEO, may be responsible for the lack of women at the top.

**D97**

**HIGHER IMPLICIT, LOWER EXPLICIT SELF-ESTEEM IN JAPAN THAN IN NORTH AMERICA: AN EFFECT OF COLLECTIVISTIC CULTURE?** Daniel H. Chen<sup>1</sup>, Anthony G. Greenwald<sup>1</sup>, Susumu Yamaguchi<sup>2</sup>; <sup>1</sup>University of Washington, <sup>2</sup>University of Tokyo – American undergraduate students from University of Washington (two samples: n = 53 and n = 52) and Japanese undergraduate students from University of Tokyo (n=40), Osaka University (n=35), and Shinshu University (n=56) completed a battery of explicit and implicit measures of self-esteem and self-concept. Explicit self-esteem measures included the Rosenberg Self-Esteem Scale, Semantic Differential items, and Tafarodi's Self-Liking, Self-Competency scale. Implicit self-esteem measures included two self-esteem IATs; the first used idiographic information about the self and a best friend as the target category pair and valence (pleasant/unpleasant) as the attribute category contrast; the second used pronouns for 'self' and 'ingroup' as the target pair and valence as the attribute contrast. Yamaguchi's Collectivism Scale measured explicit collectivistic self-concept. A third IAT using the same idiographic items about the self and a best friend as the target pair and altruistic character traits as attribute contrast was used to measure implicit altruism. Consistent with previous findings, the Japanese students displayed significantly lower explicit self-esteem than their American counterparts; however, the two implicit self-esteem measures were significantly higher for Japanese than American students. In contrast to previous findings, the Japanese sample showed significantly weaker explicit collectivistic self-concept and less implicit altruism as compared to the American sample. Neither explicit collectivistic self-concept nor implicit altruism correlated significantly with any measure of self-esteem, suggesting that self-esteem is not associated with collectivism.

**D98**

**PEOPLE WHO SEE RED: ACHIEVEMENT STRIVING AS A PREDICTOR TO AGGRESSION IN TYPE A PERSONALITY** Eric Guerbilsky; St. Mary's University – The label 'Type A personality' originally characterized individuals who are achievement oriented, impatient, irritable, and aggressive (Friedman & Rosenman, 1959). However, recent research has moved away from a consideration of several factors to focus on two factors thought to be distinct and unrelated (Spence, Helmreich, & Pred, 1987). The Impatient-Irritable (II) factor is associated with negative Type A traits such as aggression and the Achievement Striving (AS) factor is thought to be related to more positive traits associated with Type A behavior such as goal orientation. However, in the present study, I hypothesize that both II and AS predict aggression. A total of 181 participants were presented with a driving scenario where goal achievement was hindered. Both the main effects of II and AS, as well as the interaction of II and AS, were assessed as predictors of aggression using a moderated hierarchical regression. As predicted, individuals high in II were more likely to endorse aggressive thoughts and behaviors ( $\beta = .40, p < .01$ ). Although the main effect of AS predicted less aggressive endorsements ( $\beta = -.17, p < .05$ ), the IIxAS interaction was also significant ( $\beta = .13, p = .05$ ) indicating that individuals high in AS and high in II endorse more aggression compared to other participants. It seems that in certain situations, the AS factor contributes to the degree of aggressive behavior a person endorses. Implications concerning the conceptualization of Type A personality and the implications for coronary heart disease are discussed.

**D100**

**AFFECT AND RELATIONAL DEVALUATION IN THE WORKPLACE** Kimberly J. O'Farrell, Sarah A. Nolte; Minnesota State University, Mankato – This study extends to the workplace existing research on relational devaluation (RD), a perceived decrement in the extent to which the self is valued by a specific other. Although perhaps based on different interactions, the unfulfilled expectation of being valued at work may impact the self similar to RD in close relationships. Per-

ceptions of RD among close others results in increased negative affect (Leary & Springer, 2001; O'Farrell, 2002), increased negative self-relevant thoughts (O'Farrell, 2002), and decreased feelings of support (O'Farrell, 2002). Undergraduate participants (39 males, 64 females) working primarily at entry-level positions completed a packet of questionnaires pertaining to a particularly intense relationally devaluing situation they each reported experiencing. In addition to demographic and personality measures, the packet included Leary and Springer's (2001) measure of hurt feelings, Watson, Clark, and Tellegen's (1988) PANAS, and Hollon and Kendall's (1980) Automatic Thoughts Questionnaire (ATQ). Regression analyses replicated most non-workplace findings: Perceived intensity of RD predicted negative affectivity related to the PANAS ( $\beta = .510$ ), ATQ ( $\beta = .347$ ), and hurt feelings ( $\beta = .525$ ). However, the intensity of RD in the workplace was unrelated to the closeness felt toward the source ( $\beta = -.015$ ), feelings of support ( $\beta = -.082$ ) and positive PANAS items ( $\beta = -.078$ ). Results suggest that perceptions of RD at work only impact negative affect, regardless of the closeness targets felt toward the source. This tendency to feel bad, but not necessarily "not-good" in response to RD at work may inform research on workplace resiliency.

#### D101

**MEMORY DISTORTION FOR PAST EMOTION STATE** John Berger, Tuan Q. Tran, Jodi Foura, Tirza Shulman, Scott H. Hemenover; *Kansas State University* – Recent work reveals that retrospective reports of coping with stress are inconsistent with concurrent reports (i.e., participants rarely accurately recall the ways in which they coped with past stressors). If retrospective reports of affect during stressful events are also inaccurate the use of such reports, like those for coping, would be contraindicated. The current study addressed this issue by examining memory for past affect during a stressful event. Immediately prior to their first general psychology exam, participants ( $N = 169$ ) reported their current affect (T1). Two weeks later, participants again reported their current affect (T2) and were asked to recall and report how they were feeling two weeks prior, just before completing the exam. Results found participants were fairly accurate at recalling their affect just prior to their first general psychology exam. Recalled positive and negative affect were highly correlated with T1 reported affect ( $r_s = .63$  and  $.74$ ,  $p_s < .01$ ), and no mean difference emerged between T1 (2.49) and recalled (2.53) negative affect ( $t < 1.0$ ). A small mean difference did emerge between T1 (4.06) and recalled (3.90) positive affect,  $t(123) = 2.27$ ,  $p < .03$ . Other results revealed a slight memory bias for current affect: participants reporting more positive affect at T2 overestimated their positive and underestimated their negative affect at T1, just prior to the exam. In sum these findings suggest that retrospective reports of affect during stressors are moderately accurate (especially for negative affect) and may be useful in some research contexts.

#### D102

**THE U.S. IS THE BEST AND DOESN'T SEE THE REST? EXAMINING MODELS OF GLOBAL INTERGROUP RELATIONS.** MarYam Hamedani, Hazel Markus; *Stanford University* – Intergroup relations unfold within an implicit network of meanings and practices of how groups should relate to one another (Markus, Steele, & Steele, 2002; Plaut, 2002). These implicit models give meaning to actions, providing the logic and the narratives for explaining them. Interethnic relations, for example, can be understood with a model that minimizes differences, a color-blind model, or with a multicultural model that highlights differences, and the model invoked influences both the ensuing group dynamics and the group outcomes (Davies, Steele, & Markus, 2003; Hornsey & Hogg, 2000; Wolsko, Park, Judd & Wittenbrink, 2000). Similarly, recent scholarly and lay analyses of global intergroup relations suggest that American power and ideology together foster only one model of international relations: American superiority. The prevalence of this model and the limited distribution of other models (e.g. international egalitarianism) may limit

Americans from taking the perspective of cultural others, either individuals or collectivities, that are differently situated (Sardar & Davies, 2002). The use of this model fosters a pervasive American-serving bias that influences American discourse and decision-making. Two studies assess these claims. Using American college students and a heterogeneous sample of adults, the first study examines in detail the various representations that Americans hold of themselves, Europeans, Iraqis, and North Koreans, and global relationships. A second study manipulates the model of global intergroup relations that participants use to frame thinking about current international conflicts. The given model and how it is invoked (in a threatening or non-threatening manner) influences collective problem solving, resource allocation, level of American-serving bias, and American collective self-esteem.

#### D103

**EXPLANATIONS OF BIAS: THE INTUITIVE APPEAL OF SELF-SERVING MOTIVATIONS** Candice Mills, David Armor; *Yale University* – This research examines the explanations people offer and endorse for different biases in responsibility attributions. Participants read vignettes in which target characters either accepted more than their fair share of responsibility, or refused to accept their fair share of responsibility, for either desirable outcomes or undesirable outcomes. Participants then offered their own open-ended explanations for the responsibility attributions of the targets, as well as rated the appropriateness of several different empirically grounded explanations for the target's attributions. Although psychologists continue to speculate about the underlying causes of biases in responsibility attributions, our participants appear to act as "naïve cynics" (Kruger & Gilovich, 1999) by assuming that these biases are caused primarily by people's desire to see themselves in a positive light. Specifically, participants were more likely to endorse explanations of self-interest and motivations of feeling better about the self in stories with targets that were either accepting responsibility for desirable outcomes, or rejecting responsibility for undesirable outcomes (self-serving biases), while they thought that targets who rejected responsibility for desirable outcomes or accepted responsibility for undesirable outcomes (self-diminishing biases) were more likely to be depressed. In addition, when generating explanations, participants described targets exhibiting self-serving biases as likely to be egocentric and arrogant, while targets exhibiting self-diminishing biases were described as being depressed or having low self-esteem. Participants were also likely to generate explanations of egocentrism and arrogance for self-serving biases and explanations of depression and low self-esteem for self-diminishing biases. Implications for explanations of biases in others will be discussed.

#### D104

**PASSION TYPES, PERSON-ENVIRONMENT FIT, AND SUBJECTIVE WELL-BEING** Catherine E. Amio<sup>1</sup>, Robert J. Vallerand<sup>2</sup>; <sup>1</sup>*University of Ottawa*, <sup>2</sup>*Université du Québec à Montréal* – Passion represents a strong inclination toward an activity that is important, liked, and in which significant amounts of time and energy are invested (Vallerand et al., in press JPSP). While a harmonious passion (HP) is well integrated in one's identity and is emitted willingly, obsessive passion (OP) is not so well integrated in identity and is emitted out of internal pressure. Past research has shown that HP leads to higher levels of subjective well-being (SWB) than OP. Assuming that highly competitive environments (or leagues) encourage OP, while less competitive environments support HP, the purpose of this study was to test for the presence of a passion X environment fit. Participants were 233 competitive elite hockey players (14-20 years old). Using a three-wave design, the effects of passion and type of leagues in which athletes were selected (more vs. less competitive) following league tryouts on SWB were assessed. Controlling for SWB before the selection, it was found that upon learning in which league they were selected, participants selected by more competitive leagues showed higher levels of SWB than those selected by less competi-

tive leagues. Two months later, an interaction was obtained such that among athletes who were selected by the most competitive leagues, obsessively passionate athletes reported higher levels of SWB relative to harmonious athletes. Conversely, among athletes who were selected by the less competitive leagues, harmonious athletes reported higher SWB than obsessive athletes. These results are interpreted in light of the passion and person-environment fit models.

**D105****“YOU SHOULD HAVE SEEN THE SIZE OF THAT COCKROACH!” THE DISTORTION OF STORIES IN THE SERVICE OF ENTERTAINMENT**

*Jeremy Burrus, Justin Kruger, Amber Jurgens; University of Illinois, Urbana-Champaign* – People occasionally misremember and misreport events. However, whereas past research has examined the cold, cognitive causes of these distortions there is another, largely overlooked cause: motivation. The motivation to tell a “good” story can cause individuals to “stretch” the truth to make a more entertaining story. We examined this hypothesis in two experiments in which the motive to tell a good story was experimentally manipulated. In Study 1, participants described an event from their past, such as first time they got drunk. Some participants described the event to a group of fellow participants, and others to a tape recorder. Participants in the social setting described a more extreme event than did participants in the solo setting. For instance, participants in social settings claimed to have consumed an average of 1.7 more drinks than those in solo settings. In Study 2, participants were prompted to describe an event that we staged in the lab. Specifically, participants were recruited for a “cooking study,” but on arrival to the kitchen they discovered (much to their surprise) that amidst the various ingredients to be used was a container full of cockroaches. Later, participants were asked about what happened during the experiment, but that question was asked by either the experimenter or a confederate posing as an interested fellow subject. As predicted, participants told a more extreme version of the story to the confederate than to the experimenter. Taken together, these results suggest that one reason people distort stories is in the service of entertainment.

**D106****THE BREADTH-BASED ADJECTIVE RATING TASK (BART) AS AN INDIRECT MEASURE OF SELF-ESTEEM**

*Andrew Karpinski, Brian Versek, Jennifer Steinberg; Temple University* – People tend to describe expectancy consistent information at a higher level of abstraction than expectancy inconsistent information. For example, high self-esteem (SE) individuals tend to describe themselves with broad positive and narrow negative traits, while low SE individuals tend to describe themselves with narrow positive and broad negative traits. The Breadth-based Adjective Rating Task (BART) is a measure that quantifies this abstraction bias by having participants rate how well trait adjectives, known to vary by breadth and valence, describe them. Participants who describe themselves with broad positive and narrow negative traits receive higher BART scores than participants who describe themselves with narrow positive and broad negative traits. In an initial test of the convergent validity of the BART as a measure of SE, the BART correlated significantly with explicit measures of self-esteem,  $r(58) > .24$ ,  $ps < .06$ , but did not correlate with implicit measures of self-esteem  $r(45) < .04$ . In a second study, the BART again correlated significantly with explicit measures of self-esteem,  $r(74) > .37$ ,  $ps < .01$ . Additionally, the BART correlated with the Beck Depression Inventory,  $r(74) = -.21$ ,  $p = .07$  and was uncorrelated with a measure of social desirability,  $r(74) = .04$ . Across both studies, BART scores were relatively normally distributed. These findings indicate that the BART may be an indirect paper-and-pencil measure of self-esteem that is less susceptible to self-report biases than traditional, explicit measures of self-esteem. Modifications of the BART to indirectly measure any social attitude are discussed.

**D107****DEVELOPMENT AND VALIDATION OF THE PERSONAL ACQUAINTANCE MEASURE (PAM)**

*Katherine B Starzyk, Ronald R Holden; Queen's University, Kingston, Canada* – Our aim was to create a multi-faceted measure of personal acquaintance that would capture both quantitative and qualitative aspects of acquaintance and that could be used to assess the level of acquaintance between any two people. In two studies, undergraduate students were randomly assigned to 1 of 3 conditions that varied judge-target acquaintance. Judges were asked about a person they had: (1) known for a brief duration of time or with whom their interactions had little variety, or both (low acquaintance); (2) known for a moderate duration of time or with whom their interactions had some variety, or both (moderate acquaintance), or; (3) known for a long duration of time and with whom their interactions had a lot of variety (high acquaintance). In Study 1, 432 participants completed the Personal Acquaintance Measure (PAM) once and 99 participants completed the PAM twice, three weeks apart (about the same person). In Study 2, 163 participants completed the PAM and the Inclusion-of-Other-in-Self Scale, the Paulhus Deception Scales, the Relationship Closeness Inventory, and Rubin's Liking and Loving Scales. Results indicate that the PAM is: (1) defined by 6 components (Duration of Acquaintance, Frequency of Interaction, Knowledge of Values and Goals, Physical Intimacy, Self-Disclosure, and Social Group Familiarity); (2) internally consistent; (3) reliable over a 3-week follow-up period; (4) able to differentiate low, moderate, and high acquaintance groups, and; (5) somewhat unique from related measures. We discuss the implications of these results for the Personality Acquaintance Measure and research in person perception.

**D108****PERSONAL/GROUP DISCRIMINATION DISCREPANCY: MODERATING EFFECTS OF EMOTIONS AND EMOTIONAL REACTIONS**

*Ritu Gill, Kimberly Matheson, Owen Kelly; Carleton University* – When minority group members deny personal experiences of discrimination, yet acknowledge that members' of their group are discriminated against, a phenomenon known as personal/group discrimination discrepancy occurs. The present studies examined the role of emotion in women's recognition of personal discrimination and their endorsement of behavioural responses to change the status quo. Women experienced a particular emotion (sad, angry, neutral), and were subsequently exposed to a situation of sex-based discrimination. They were instructed to suppress or express (or neither) their subsequent emotional response to the discrimination. In Study 1 (N=108), ANOVAs indicated that when induced to feel sad, women perceived lower levels of discrimination and were more likely to accept the status quo. In contrast, women primed to experience anger, and encouraged to express their emotions, perceived higher levels of discrimination and endorsed collective actions to change the status quo. Consistent with past research, women in Study 1 reported higher perceptions of group relative to personal discrimination. However, based on the notion that perceiving 'double discrimination' would effect the strongest response, Study 2 (N=84) heightened the experience of personal discrimination. Women induced to feel angry no longer demonstrated greater endorsement of collective actions. However, these women were also less likely to believe that actions would achieve a change in status, or that procedural fairness would be achieved, and these factors were, in turn, negatively associated with endorsing action-taking. Taken together, these findings suggest a complex interplay between emotion and whether discrimination is appraised as directly affecting the individual herself.

**D109****IMPROVING THE ACCURACY OF AFFECTIVE FORECASTS**

*Rebecca J. Norwick, Daniel T. Gilbert; Harvard University* – People often make mistakes when making affective forecasts - that is, when predicting their hedonic reactions to future events (Gilbert et al., 1998; Wilson et al., 2001). Two studies explored a method to improve the accuracy of such

forecasts. In Study 1, participants predicted their future hedonic reactions to winning a prize. Control participants, who received detailed information about the upcoming experience (event information), overpredicted their final positive affect. In contrast, participants who received information about how a previous participant felt after having the same experience (person information) made significantly more accurate affective forecasts. In Study 2, participants predicted their future affect following a failure to win a prize. Control participants who received event information underpredicted their final positive affect, whereas participants who received person information made significantly more accurate predictions. Interestingly, participants in both studies valued and desired the event information significantly more than the person information. These results suggest that event information leads to misprediction whereas person information does not. Nonetheless, people seem to prefer event information to person information, leading to inaccurate affective forecasts.

**DI10**  
**STEREOTYPIC ASSOCIATIONS AND RACIAL BIAS IN THE DECISION TO SHOOT** *Joshua Correll<sup>1</sup>, Bernadette Park<sup>1</sup>, Charles Judd<sup>1</sup>, Bernd Wittenbrink<sup>2</sup>*; <sup>1</sup>University of Colorado, <sup>2</sup>University of Chicago – The effect of ethnicity on weapon identification and shoot / don't shoot decisions has recently received substantial research attention (e.g., Correll, Park, Judd & Wittenbrink, 2002; Payne, 2001). In several studies, the presence of an African American stimulus, rather than a White stimulus, seems to predispose participants to react as if a gun were present. One potential explanation for these effects concerns participants' inadvertent activation of ethnic stereotypes, which subsequently biases the perception of, or reaction to, a potentially threatening target person. Three studies examined stereotypic associations between ethnicity (White vs. African American) and the concept of guns or danger and their effect on participants' decisions to shoot a target in a videogame simulation of a potentially hostile encounter. In study 1, a lexical decision task was used to assess associations between ethnicity and danger. The magnitude of this association reliably predicted bias in the decision to shoot. Studies 2 and 3 experimentally manipulated the degree of association between ethnicity and gun by varying the number of White and African American targets who appeared with and without guns. The objective association between ethnicity and gun affected the magnitude of bias in the ethnic decision to shoot, both in terms of reaction times (Studies 2 & 3) and in error rates (Study 2). Moreover, participants' perceptions of the association predicted bias in error rates, over and above condition differences.

**DI11**  
**EMOTIONAL AND MOTIVATIONAL FACTORS IN WORD RECALL** *Eric Klinger<sup>1</sup>, Stephanie Perrine<sup>2</sup>, Eric Goetzman<sup>3</sup>, Tanya Hughes<sup>4</sup>, Michael Bock<sup>5</sup>*; <sup>1</sup>University of Minnesota, Morris, <sup>2</sup>University of Minnesota, Twin Cities, <sup>3</sup>Mayo Clinic, Rochester, MN, <sup>4</sup>Ability Building Center, Rochester, MN, <sup>5</sup>Ruhr University of Bochum, Germany – Self-relevant words are known to be better recalled than other words, but what mechanism accounts for this? Two forms of self-relevance, words' emotional arousal value and concern-relatedness, which are strongly intercorrelated, both affect recall. This investigation examines their independent contributions. In two studies, 236 undergraduates viewed a target list of 99 single nouns, selected for medium average emotional-arousal value and relatedness to student concerns, on a monitor with intertrial intervals that varied randomly between 3.5 and 4.5 s. Orienting instructions varied between participants among formal and semantic tasks: rating word length, concreteness/abstractness, and personal relevance, and also according to mode of recording the ratings. Stimulus exposure duration was 500 ms in Study 1 and ranged from 12 ms to 63 ms, capped with a pattern mask, in Study 2. After a buffer list of 40 nouns (at 500 ms exposure duration), participants received an unannounced free-recall task. Then, on 6-point scales, they rated their emotional arousal to each word and its relatedness to any of their concerns. Emotional arousal value and

concern-relatedness correlated within participants with recall independently of orienting tasks, exposure durations, word length, word frequency, or order of ratings. Using regression methods, partialing emotional arousal out of concern-relatedness weakened its relation to recall; partialing concern-relatedness out of emotional arousal reduced the relationship but left it significant. Emotional arousal may therefore substantially mediate the effects of concern-relatedness and hence self-relevance on recall.

**DI12**  
**REPEAT ABORTION: PERSONAL, INTERPERSONAL, AND SITUATIONAL CORRELATES OF MULTIPLE PREGNANCY TERMINATION** *Paul Shuper<sup>1</sup>, William Fisher<sup>1</sup>, Sony Singh<sup>1</sup>, Jennifer Gunter<sup>2</sup>, Mark Carey<sup>1</sup>*; <sup>1</sup>University of Western Ontario, London, Ontario, <sup>2</sup>University of Colorado Health Sciences Center, Denver – Repeat abortion represents 37% and 45% of all abortions performed in Canada and the United States, respectively. The present investigation examined correlates of repeat abortion in a cross-sectional study of 1221 women presenting for initial, second, or third or subsequent abortion. 1145 women (94% response rate) completed a 65-item self-report questionnaire concerning factors potentially associated with repeat abortion. Results from the study demonstrated that 21.3% of the women presenting for abortion were seeking their second abortion, and 8.7% were seeking their third or subsequent abortion. A stepwise multiple regression analysis yielded several factors uniquely associated with repeat abortion. These factors included being older, having been the victim of partner physical abuse, using oral contraceptives at the time of pregnancy, having been the victim of sexual abuse, having fewer friends, having had a past STD, having no formal education, and being Black or Middle Eastern. Compared to women presenting for an initial abortion, women seeking a third or subsequent abortion were 4.41 (CI=2.80-6.94) times more likely to report a history of partner physical abuse and 2.93 (CI=1.89-4.64) times more likely to report a history of sexual abuse. Interestingly, there was no relationship between repeat abortion and contraceptive neglect. In all, these findings suggest that physical and sexual abuse and characteristics of social marginalization appear to be associated with the occurrence of repeat pregnancy termination. Clinical and public health efforts that address the needs of women who face these issues may help avert the need for repeat abortion.

**DI13**  
**BIRDS OF A FEATHER AND BIRDS FLOCKING TOGETHER: PHYSICAL VERSUS BEHAVIORAL CUES MAY LEAD TO TRAIT-VERSUS GOAL-BASED GROUP PERCEPTION** *Grace Wai-man Ip<sup>1,2</sup>, Chi-yue Chiu<sup>3</sup>*; <sup>1</sup>University of Hong Kong, <sup>2</sup>Hong Kong Shue Yan College, <sup>3</sup>University of Illinois at Urbana-Champaign – Entitativity perception is the perception of an aggregate of individuals as a cohesive group that possesses some common attributes. Past research has found that some perceptual cues (e.g., similarity in skin color or coordinated movement) would result in entitativity perception. Research has also shown that entitativity perception could be based on inferred group traits or group goals. However, little research has been done to connect perceptual cues to the different psychological bases of group entitativity. The present research was an attempt to fill this knowledge gap. We propose two inferential bases of entitativity perception: group traits and group goals. First, perceivers would expect a collection of individuals with similar physical traits (skin color) to possess common psychological traits. Second, perceivers who see a group of individuals engaged in concerted behavior (moving together in the same manner) would infer that these individuals have common goals. Thus both similarity in physical traits (common skin color) and concerted collective behavior (concerted movement) would evoke entitativity perception. Results from four experiments using Dasgupta et al. (1999)'s paradigm, where participants watched an aggregate of animated creatures varied in skin color or group movement then answered whether they perceived the group as a cohesive group,

whether they inferred traits or goals from the group and whether they would explain the group's behavior by traits or goals, showed that concerted group movement invariably leads to common goal inferences. Moreover, perceivers infer group psychological traits from common skin color only when skin color is diagnostic of group membership.

**D114  
HOT HANDS AND COOL MACHINES: PERCEIVED INTENTIONALITY IN THE PREDICTION OF STREAKS** Eugene M.

*Caruso, Nicholas Epley; Harvard University* – People can appear inconsistent in their intuitions about the sequence of repeated events. Sometimes people believe in the "hot hand" - that a recent run of hits will continue. At other times, however, people believe in the "gambler's fallacy" - that a recent run of hits will end. These contradictory intuitions can be reconciled by considering the perceived intentionality of the streak's agent. The hot hand should emerge in contexts involving intentional agents where events are perceived to be dependent on one another; in these contexts, streaks indicate intentional actions that should continue. The gambler's fallacy should emerge in contexts involving unintentional agents where events are perceived to be independent of one another; in these contexts, streaks represent random accidents that will be unlikely to continue. Two studies support these predictions. In Study 1, participants generated sequences of hits and misses for three sporting events. The conditional probability of a hit following one, two, or three hits was higher among those predicting sequences for a man (intentional agent) than for a machine (unintentional agent). Study 2 showed participants a "streak" of three free-throw hits followed by a random sequence of hits and misses, shot by either a man or a machine. Again, the likelihood of a hit following a hit was higher when a man was shooting than when a machine was shooting, but only following the streak of hits and not following the random sequence. These results demonstrate that inconsistent outcomes can be reconciled by considering the judgment context.

**D115  
PROCESSES BEHIND OVERPAYMENT: THE CONFLICT BETWEEN EGOISM AND JUSTICE** Susanne L. Peters, Kees Van den

*Bos, Johan C. Karremans; Utrecht University* – One of the most interesting situations in justice research, we think, is overpayment. When two people work equally hard but one of them gets paid more, how will this overpaid person feel? Equity researchers have argued that one feels guilty when confronted with overpayment. We argue, however, that one will be in conflict about what to feel. On the one hand there is the egoism-based feeling of pleasure of receiving relatively much, but on the other hand there is the justice-based feeling of being unequally advantaged. There is not much known about this process, but we try to unravel this here: We try to look at the processes behind overpayment and take a glimpse at the conflict between egoism and justice. In Experiment 1, we show that overpaid people indeed do not feel guilty, as we argue, but instead experience a more general feeling of uneasiness. Furthermore, we argue that, because of the conflicting sources that pull people in different directions, people will take longer to judge how to react to being overpaid (compared to other outcome distributions). In Experiment 2-4 we show that people indeed have longer response latencies when reacting to being overpaid in comparison with other payment arrangements. Thus, it is not necessarily the case that overpaid people feel guilty and it is more likely that there is a conflict underlying overpayment: Overpaid people are pulled in two opposite directions and we think this is the way to study the processes behind overpayment.

**D116  
THE MANY MEANINGS OF PLEASURE: PRIMING CULTURAL IDEOLOGIES AND NORMS TO INFLUENCE WOMEN'S EATING INTENTIONS** Michaela Hynie<sup>1</sup>, Alexandra Peterson<sup>2</sup>; <sup>1</sup>York University,

*Toronto, Ontario, <sup>2</sup>University of Western Ontario, London, Ontario* – Evidence suggests that values consistent with two dominant and conflicting North American cultural ideologies, hedonism and the protestant work

ethic (PWE), are associated with eating attitudes and eating disorders (Antoniazzi, Zivian, & Hynie, 2003). The present study examined the effect of priming these cultural ideologies on intentions to eat high caloric food for pleasure, and whether these effects were moderated by immediate peer pressure. 200 undergraduate women completed a priming task, read a scenario about dining with friends, and then predicted whether they would eat dessert. Participants were randomly assigned to a hedonism, PWE, or neutral (optimism) prime. Participants then read one of three scenarios which differed only in the presence of peer pressure to eat dessert: 1) everyone eats (encouraging), 2) no one eats (inhibiting), or 3) everyone leaves before dessert (alone/control). There was a significant interaction between ideology and peer pressure on eating intentions. When alone, there was a tendency for women to report a greater likelihood of eating following the hedonism prime than a neutral prime. In the encouraging condition, women primed with the PWE were significantly less likely to anticipate eating than women in the hedonism or neutral conditions. In the inhibiting condition, the primes had no effect. The results suggest that women's eating intentions are susceptible to the influence of common cultural ideologies, but that the immediate social context may alter motivation, salience, or perceived opportunities for ideology-consistent behaviour.

**D117  
EFFECTS OF MORTALITY SALIENCE AND INGROUP IDENTIFICATION ON INTERGROUP BIAS IN RESOURCE ALLOCATION** Kim-Pong Tam<sup>1</sup>, Chi-Yue Chiu<sup>2</sup>, Ivy Yee-Man Lau<sup>1</sup>;

*<sup>1</sup>Department of Psychology, University of Hong Kong, <sup>2</sup>Department of Psychology, UIUC* – Research based on social identification theories has found that stronger ingroup identification is associated with more pronounced intergroup bias, whereas terror management theory research has shown that expressing intergroup bias may provide a buffer against the terror of death. Extending previous works on the effects of mortality salience and ingroup identification on intergroup bias, in the present research, we examined the interaction of these two variables in the context of intergroup resource allocation. We first measured participants' chronic level of ingroup identification, then manipulated mortality salience, and then administered an intergroup resource allocation task. In two studies, we found a main effect of mortality salience: compared to control condition participants, mortality salience condition participants showed more heightened intergroup bias: they allocated more resources to ingroup members and fewer to outgroup members. But more importantly, in Study 2, the main effect of mortality salience was qualified by a mortality salience X ingroup identification interaction. We found that when mortality was not salient, participants with stronger ingroup identification showed higher intergroup bias. However, when mortality was salient, regardless of their chronic level of ingroup identification, participants showed heightened intergroup bias. This research bears implications on the integration of social identification theories and terror management theory in understanding intergroup biases.

**D118  
LOOKING WONDERFUL TONIGHT: SPONTANEOUS ACTIVATION OF MEANS AS A FUNCTION OF TEMPORAL AND CHRONIC GOALS** Ruud Custers, Henk Aarts; Utrecht University

– Research in social cognition has established that accessibility of mental constructs affects information processing and behavior, and that this accessibility depends on personal (chronic) and situational (temporal) factors. In three experiments, we extend this work to the domain of automatic goal pursuit. Specifically, we examined the effect of both factors on goal-accessibility and tested the idea that the effect of goal-accessibility on automatic goal-directed activity (i.e., selection of instrumental means) depends on the relevance of the setting to the goal. Experiment 1 established that the widely shared goal to "look well-groomed" was more accessible for participants pursuing this goal chronically than for nonchronic participants, and that only for nonchronics goal-accessibility

increased when the goal was subliminally primed. Experiment 2 used a probe recognition paradigm (McKoon & Ratcliff, 1986), in which chronic and nonchronic participants were presented with short descriptions of goal-relevant vs. nonrelevant settings (e.g., “the shoes that you put on look dirty” vs. “... have laces”). After each description participants indicated whether the applicable mean (e.g., polish) appeared in the description, with longer RTs indicating higher accessibility of the mean at encoding. In Experiment 3, using the same paradigm, the goal was either subliminally primed or not for chronic and nonchronic participants just before the onset of descriptions of goal-relevant settings. Overall, the results indicate that applicable means are automatically selected and executed by chronic participants, but only in a goal-relevant setting, whereas for nonchronic participants these effects occur only when they are primed with the goal at issue.

#### D119

##### **SPONTANEOUS EMOTION REGULATION: EFFECTS ON EXPERIENCE, EXPRESSION, MEMORY, AND PHYSIOLOGY**

*Boris Egloff, Stefan C. Schmukle, Andreas Schwerdtfeger; University of Mainz, Germany* – Emotion regulation plays a major role in daily life. Previous studies examined this topic by instructing participants to use expressive suppression or reappraisal as emotion regulation strategy while watching a stressful film clip. Thus, the effects of experimentally induced emotion regulation were examined in a between-participants design. In contrast, in these studies the effects of spontaneous emotion regulation during a speaking task were analyzed. Spontaneous emotion regulation means that there were no instructions of how to cope with the challenge of delivering a speech. Instead, participants indicated after the speech to what extent they used expressive suppression and/or reappraisal during the task. In Study 1, 61 participants had to present a complicated text compiled from a physiology textbook. In Study 2, 80 participants delivered a speech on the controversial topic of medicide. In both studies, expressive behavior and emotion experience during the speaking task were analyzed. Additionally, memory for the text (Study 1) and physiological variables (skin conductance, finger temperature, finger pulse amplitude, and heart rate; Study 2) were analyzed. The results of both studies indicate that the use of expressive suppression is associated with less emotion expression, greater physiological responding, and less memory for the speech while having no impact on emotion experience. In contrast, reappraisal has no impact on physiological responding and memory while leading to less emotion expression and experience. These results show that spontaneous emotion regulation in active coping tasks has similar consequences as experimentally induced emotion regulation in passive tasks.

#### D120

##### **FEWER WOMEN, MORE VIOLENCE? EXAMINING GEOGRAPHIC SEX RATIOS ACROSS THE UNITED STATES**

*Joseph Vandello; University of South Florida* – This research explored the effect of imbalanced sex ratios on cultural levels of violence. The general prediction was that high sex ratios (greater numbers of males relative to females) would be associated with increased levels of certain types of violence. Specifically, it was predicted that in locations with fewer women relative to men, there would be greater inter-male violence as a result of competition for relatively scarce females, and greater male violence against women as a result of heightened concerns with mate-guarding from rival males and more severe vigilance tactics. In contrast, rates of felony-type violence (e.g. robberies, muggings, larceny) should be uncorrelated with local sex ratios. These predictions were tested by combining two sources of data: U.S. Census data on sex ratios and FBI homicide data, using states as the unit of analysis. In support of the hypotheses, higher sex ratios were associated with male homicides against intimate female partners (small to moderate effect size) and were marginally associated with argument-related homicides among males (small effect size). In contrast, felony-related homicides were not correlated with sex ratios (as expected).

Importantly, these associations only occurred when looking at sex ratios for young adults (18-26), the population where mating competition is most pronounced, and also where violence levels peak.

#### D121

##### **CAN NONCONSCIOUS GOALS MODERATE SELF-REGULATORY FAILURE?**

*Paul E. Weiland<sup>1</sup>, G. Daniel Lassiter<sup>2</sup>, Lindsey E. Daniels<sup>3</sup>;*

*<sup>1</sup>University of Toledo, <sup>2</sup>Ohio University, <sup>3</sup>Baylor University School of Law* –

The ego depletion hypothesis (cf. Baumeister & Vohs, 2003) posits that self-regulation is a function of a general resource, similar to muscular strength, that is limited in quantity and cannot be fully replenished without a period of rest. Recent work in this paradigm suggests that self-control performance may be moderated by motivational factors (Muraven & Slessareva, 2003). In the present experiment, we examined the effects of nonconscious goals (cf. Bargh, 1990) on persistence within the ego depletion paradigm. Participants completed a scrambled-sentence task (Bargh & Chartrand, 2000) that was designed to either implicitly trigger a non-conscious achievement goal or trigger no goal. Next, in an ostensibly unrelated study, participants were asked to complete a cross-out task using either a complex rule (depletion) or a simple rule (nondepletion). Residual self-regulatory strength was measured by the amount of time participants persisted on an unsolvable puzzle-tracing task immediately following the depleting event. When no goal was primed, participants in the depletion condition stopped working significantly sooner than participants in the nondepletion condition. However, there was no corresponding difference in persistence among participants who were primed with an achievement goal. Focused contrasts revealed that participants in the depletion condition who had no goal primed stopped working significantly sooner than did participants in the other three conditions. Importantly, supplementary measures indicated no conscious awareness of a heightened motivation to achieve in the achievement-goal condition. These results suggest that the moderating effects of motivation need not be conscious in order to influence subsequent self-regulation.

**E1****LOW SELF-ESTEEM AND THE DOWNSIDE OF SUCCESS**

*Christine E. R. Logel, Steven J. Spencer, Joanne V. Wood, John G. Holmes; University of Waterloo* – People with low self-esteem tend to feel less positive about themselves, their abilities, and their relationships than people with high self-esteem. Common sense might suggest that a success experience, such as doing well on an intelligence test, might make low self-esteem people feel better about themselves and their relationships. However, some studies indicate that people with low self-esteem may not reap the same benefits from success as those with high self-esteem (Wood, Heimpel, Newby Clark & Ross, 2003, Murray, Holmes, MacDonald & Ellsworth 1998). In the present research, low and high self-esteem participants took an intelligence test and received highly positive feedback about their test score and their abilities in that domain. Control participants read the test but did not fill it out or receive feedback. Results showed that low self-esteem participants actually felt somewhat worse on some dimensions after success than after a control experience. Low self-esteem participants who received success feedback reported feeling less resilient and less sure of their friends' positive regard than the other three groups. These data suggest that, contrary to widespread beliefs in the self-esteem literature, low self-esteem individuals do not experience the same benefits from success as high self-esteem individuals. Providing a success experience may not be the best way to boost people with low self-esteem.

**E2****STEREOTYPE CHANGE: JUST A SPECIAL CASE OF PERSUASION?**

*Bonnie L. MacDougall, Jennifer Okros, Leandre R. Fabrigar; Queen's University* – While recognized as an important topic in the stereotyping literature (e.g., Hamilton & Sherman, 1994), comparatively little research has been done on how stereotypes may be changed. Much of the previous work on stereotype change has involved the presentation of stereotype-disconfirming individuals, which has generally been unsuccessful in changing beliefs about the group. Because stereotypes, by definition, contain group-level information, it is reasonable to assume that instances of disconfirming individuals would often not be seen as warranting significant change. In this experiment, we created a stereotype about a fictitious social group. Participants initially read either individual or group-level information about the group (formation information). After reporting their beliefs and attitudes about the group, participants were presented with either individual-level or group-level information that contradicted the stereotype (persuasion manipulation). A main effect of persuasion type showed that group-level information produced much more change in stereotypes than individual-level information ( $p = .001$ ). A significant interaction was also found between type of information at formation and type of information at persuasion ( $p = .023$ ), indicating that group-level persuasion was generally effective in producing belief change in both formation conditions, whereas the individual-level persuasion was particularly ineffective in the group-level formation condition. Overall, results show that the type of information used in attempting to change stereotypes is very important, particularly when the stereotype consists of mostly group-level information with few individual exemplars.

**E3****ATTITUDE IMPORTANCE AS A MODERATOR OF THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT ATTITUDE MEASURES**

*Ross Steinman, Andrew Karpinski; Temple University* – Studies investigating the relationship between implicit and explicit attitude have yielded mixed results, with findings ranging from no relationship to a strong relationship. The variability in these findings suggests that there may be other, as yet unidentified, variables that moderate the strength of implicit/explicit correlations. The present studies investigated the importance of an attitude domain as one such potential moderator of the IAT-explicit attitude relationship. Within an attitude domain,

we hypothesized that as importance increases, the strength of the relationship between the IAT and explicit attitude would increase as well. To investigate this relationship, 194 participants completed a Bush/Gore IAT, explicit attitude measures, and an importance scale. A analysis predicting explicit attitudes revealed a significant IAT by importance interaction,  $t(169) = 2.41, p = .02$ . As predicted, the strength of the IAT-explicit attitude relationship increased as attitude importance increased. In Study 2, 112 participants completed a Coke/Pepsi IAT, explicit attitude measures, and an identity scale assessing soda importance. The correlation between the IAT and explicit attitude measure was stronger for the high importance group,  $r(49) = .41, p = .01$ , than it was for the low importance group,  $r(48) = .03, p = .86$ . These two correlations are significantly different,  $z = 2.01, p = .04$ , indicating a stronger implicit/explicit correspondence for important attitudes. The authors suggest several hypotheses to explain the moderating effect of attitude importance on implicit/explicit correlations.

**E4****OSTRACISM IN SMALL GROUPS: THE EFFECTS OF EXCLUDING OR BEING EXCLUDED ON PERCEPTIONS OF GROUP MEMBERS**

*Joan R. Poulson, Deborah A. Kashy; Michigan State University* – Ostracism is a social phenomenon that is constructed by both the perpetrators and targets of exclusion. Yet, research to date has focused on these two roles separately. This study examines how perpetrators' and targets' behavior in the same interaction influences one another's perceptions. Thirty-one four-person groups including three perpetrator participants were instructed to exclude a fourth target participant. Fifteen control groups with no exclusion were also studied. After a brief group interaction, participants rated their self-esteem, self-perceived affect, and behavior. They also rated the affect, behavior and personality of each other group member. Videotapes of the interactions were evaluated to determine the methods used by the perpetrators to accomplish the exclusion, and how targets reacted to being ostracized. Results indicated that targets and perpetrators did not differ from each other or controls on self-esteem, but targets suffered more negative affect than perpetrators, and perpetrators felt more guilt. Perpetrators were more active in the study, but were viewed less favorably by the targets. The moderating effects of how perpetrators accomplished the exclusion (i.e., ignoring versus being rude) and the targets' reactions to being ostracized are also examined. This study provides evidence that perpetrators and targets are both negatively impacted by ostracism, but they are affected in different ways. More details and implications are discussed.

**E5****SEXISM AND STEREOTYPE THREAT: THE IMPACT ON WOMEN'S ENGINEERING PERFORMANCE**

*Steven Spencer<sup>1</sup>, Christine E. R. Logel<sup>1</sup>, Emma Iserman<sup>1</sup>, William von Hippel<sup>2</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>University of New South Wales* – Research shows that stereotypes can undermine the performance of stereotyped groups. When members of a stereotyped group must perform in the stereotyped domain, they may worry that if they do not perform well, they will confirm the negative stereotype about their group. The pressure of this knowledge may cause their performance to suffer. This phenomenon is known as stereotype threat (Steele, Spencer & Aronson, 2002). The present research focuses on the role of stereotype threat in women's performance in engineering. Women are stereotyped as less successful in this domain than men, and previous research indicates that stereotype threat effects women's engineering test performance (Bell, Spencer, Iserman & Logel, in press). One important issue for female students is the influence of their peers. In this study, we investigated the role of peer sexism on women's engineering test performance. Male-female pairs of engineering students individually completed a series of sentence stems. Coders rated the degree of sexism in the completed sentences. Each pair then engaged in a fifteen minute discussion of a newspaper article, and then individually wrote an engineering test. The more sexist sentence

completions male participants made, the worse their female partners scored on the engineering test. The more sexist sentence completions female participants made, the better their male partners scored on the engineering test. This research suggests that sexism in the environment could play a significant role in women's susceptibility to stereotype threat, and help explain the performance gap between men and women in math and science related fields.

**E6**

**DISCOUNTING ATTITUDE-DISCONFIRMING SCIENTIFIC EVIDENCE: ALTERNATIVES TO UNFAVORABLE METHODOLOGICAL EVALUATIONS** *Geoffrey D. Munro<sup>1</sup>, Scott P. Leary<sup>2</sup>, Terell P. Lasane<sup>3</sup>, <sup>1</sup>Towson University, <sup>2</sup>University of Maryland College Park, <sup>3</sup>St. Mary's College of Maryland* – People maintain strong attitudes by evaluating the methodological quality of attitude-disconfirming scientific evidence unfavorably relative to attitude-confirming evidence (Lord, Ross, & Lepper, 1979; Munro & Ditto, 1997). Even if one acknowledges that a research study utilized a methodology with few or no weaknesses, one may disregard the evidence by using other plausible explanations like researcher bias, unreliable results, inconsistency with personal experiences, and the inability of scientific methods to adequately address the question. In the current research, attitude-study consistency was manipulated by having participants read either attitude-confirming or disconfirming studies. Additionally, methodology was manipulated by having participants read studies employing methodologies they had previously selected as being either superior or inferior. After reading the study, participants completed a discounting measure assessing their endorsement of the alternative explanations stated above. We hypothesized that participants in the disconfirming/superior group, having already committed to a favorable evaluation of the methodological quality, would endorse the alternative explanations to a greater extent than those in the confirming groups with no motivation to discount and those in the disconfirming/inferior group who could easily discount by attacking the methodological quality. A 2 (attitude-study consistency) x 2 (methodology) ANOVA revealed an attitude-study consistency main effect and the hypothesized attitude-study consistency x methodology interaction indicating that the most discounting occurred in the disconfirming/superior group. The research demonstrates the flexibility of the attitude maintenance process while providing sobering implications regarding the use of scientific evidence as a means of altering opinions about controversial topics.

**E7**

**BELIEVING IS SEEING: PRIOR PERSONALITY JUDGEMENTS INFLUENCE FACIAL FEATURE PERCEPTION** *Scott Veenivliet, Sampo Paunonen; University of Western Ontario* – How does different personality information affect how specific facial features are seen? Is it possible for the same face appear differently depending on the perceived personality of that person? We hypothesized that the answer is yes and that the effect would be strongest when powerful personality judgements are made. Participants (41 men & 44 women) read about a male or female witness to a sexual assault in which the target witness either smiled and watched the rape, or called for help and scared off the attacker. The first hypothesis was supported when participants read about the harmful witness, and rated him or her as consistently more hostile, socially astute, socially deviant, dominant, sadistic, and more likely to take risks. The helpful witness, however, scored higher on empathy, nurturance and tradition. Participants then viewed the same computer generated composite photograph of the rape witness and rated several global and specific facial features differently based on their perception of the witness' personality traits. As predicted, the helpful personality ratings were positively correlated with several specific facial features such as a rounder, wider face, as well as a rounder chin. Several of the negative personality ratings were positively correlated with ratings of a paler face, and a longer, larger nose. Other ratings of facial features, such as attractiveness,

babyfacedness and eye size, were not related to the personality traits or in the opposite predicted directions. The implications of the findings are discussed (e.g. jury decision making, future directions).

**E8**

**THE THOUGHT COUNTS: GIVING AND RECEIVING BENEFITS FOR COMMUNAL REASONS** *Margaret S. Clark<sup>1</sup>, Eli J. Finkel<sup>2</sup>, Steven M. Graham<sup>1</sup>, Sherri P. Pataki<sup>1</sup>; <sup>1</sup>Carnegie Mellon University, <sup>2</sup>Northwestern University* – We predicted that giving benefits for communal (as opposed to exchange reasons) would be associated with improved affect. Husbands and wives independently kept five day diaries of benefits given to and received from their spouses. Each participant: a) described each benefit given (or received), b) filled out a checklist of possible reasons for giving (or having received) the benefit, and c) indicated how he or she felt afterwards. Later judges rated the magnitude of each benefit. HLM analyses revealed that having given (or received) benefits for communal reasons (e.g. because the partner needed the benefit) rather than for other reasons (e.g. because one expected something in return) predicted more positive affect. These effects held after controlling for the magnitude of benefits. We believe that giving (and accepting) benefits for communal rather than other reasons promotes positive affect because: a) the impetus for giving non-contingent benefits is the recipient's need or desire and b) giving non-contingent (but not contingent) benefits leads the donor to feel caring and the recipient to feel nurtured.

**E9**

**INDIVIDUAL DIFFERENCES IN TELLING AND MAKING MEANING OF SELF-DEFINING MEMORIES** *Kate McLean; University of California, Santa Cruz* – A confluence of compelling research on the relationship between memory and self has focused on how individuals make meaning of their memories (e.g., McAdams, 1993). However, the processes by which meaning emerges have not been well studied. Recent reviews suggest that memory telling is an important process for understanding meaning-making (Pasupathi, 2001; Thorne, 2000), which was the focus of this study. Narratives of 3 self-defining memories and episodes of telling those memories to others were collected from 185 participants. Two levels of meaning-making were coded: lessons, (behavioral guidelines), and insights (self-transforming realizations). Personality traits and ego development were also assessed. Results showed that told memories were more likely to have meaning overall. Negative audience responses were associated with meaning-making, suggesting that audience challenges and disagreements may instigate meaning-making. Predictably, extraverts were more comfortable telling memories and told them more often. Conflicting memories were more likely to have meaning, and extraverts and individuals high on agreeableness were less likely to report conflict. As expected, those at higher levels of ego development were more likely to have meaning and to have conflicting memories, suggesting that such individuals reflect on the meaning of difficult experiences, more so than those at lower levels. Results suggest that telling is important to meaning-making, but different kinds of meaning and personality must be considered in understanding the nuances of the social construction of self. The benefit of using autobiographical narratives to contextualize more abstract concepts such as traits and ego development will also be discussed.

**E10**

**CULTURE AND IMPLICIT SELF-CONSTRUALS** *Yukiko Uchida<sup>1,2</sup>, Shinobu Kitayama<sup>1</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Kyoto University* – A number of empirical studies that examine on-line psychological responses have suggested that whereas those engaging in European-Americans are independently oriented, those engaging in Asian cultures are interdependently oriented. Curiously, however, when attitudinal surveys are used to examine explicit beliefs and attitudes of the people in the respective cultures, there are few systematic variations. In order to resolve this paradox, we have hypothesized that practices and meanings that are positively sanctioned in any given culture are associated with positive



consequences. For example, behaviors oriented toward group conformity may be quite likely to lead to positive consequences in cultures where the value of interdependence is culturally authenticated. Hence, these behaviors should be indirectly associated with positive evaluations and, furthermore, this should be the case even when the behaviors at issue are negatively evaluated at an explicit level. It would follow then that there would be systematic cross-cultural differences in the extent to which independence and interdependence are indirectly associated with positive evaluations. Moreover, these indirect and thus, tacit and implicit evaluations are largely independent of explicit, personal endorsement of the values at hand. To provide initial evidence for this analysis, we adopted an Implicit Association Test with American and Japanese sample. The results showed that on the explicit level, there were no cultural differences in the evaluation of interdependence and independence. On the implicit level, however, Japanese showed a strong preference for interdependent characteristics over independent characteristics, while Americans showed a strong preference for independent characteristics over interdependent characteristics.

#### E11

##### **ABILITY TO DELIBERATE AND THE ROLE OF ATTITUDE BASES IN ATTITUDE-DECISION CONSISTENCY**

Steven Smith<sup>1</sup>, Leandro R. Fabrigar<sup>2</sup>, Richard Petty<sup>3</sup>, Stephen Crites Jr.<sup>4</sup>; <sup>1</sup>Saint Mary's University, <sup>2</sup>Queen's University, <sup>3</sup>Ohio State University, <sup>4</sup>University of Texas, El Paso – Research has demonstrated that attitudes based on high knowledge are better predictors of decisions than attitudes based on low knowledge (Davidson et al., 1985; Kallgren & Wood, 1986). However, the mechanism for this effect is not clearly understood. We propose that one reason for the relationship between knowledge and attitude-decision consistency may be related to the relevance of the bases of information underlying an attitude to the decision. Specifically, we suggest that when confronted with a decision related to an attitude object, a person may consider how informative his or her attitude is to the decision in question. When the information base is relevant to the decision task, attitude-decision consistency should be high. However, when the information base is less relevant, attitude-decision consistency will be decreased. Further, we propose that this relationship may be moderated a person's ability to deliberate about the relevance of the bases of his or her attitude to the decision. In this experiment we manipulated relevance of attitude basis (attitude toward a pair of department stores) to the decision basis (which store to shop at for a specific product). Ability to deliberate at the decision task was manipulated using a standard cognitive load task. When nature of the behavior matched the basis of the attitude, attitude-decision consistency was stronger than when there was a mismatch ( $p < .01$ ). Further, this experiment provided evidence that attitude bases-decision relevance matching effects were stronger under conditions of high deliberation than under conditions of low deliberation.

#### E12

##### **AN INDIVIDUAL DIFFERENCE MEASURE OF THE TENDENCY TO FORM IMPLEMENTATION INTENTIONS**

Peter Gollwitzer, Heidi Grant, Gabriele Oettingen; New York University – By spelling out links between situational cues and goal-directed behaviors, implementation intentions effectively delegate control of behavior to the environment. When the appropriate cues are encountered, the intended behavior is automatically elicited. (Gollwitzer, 1999). In designing an individual difference measure of the tendency to form implementation intentions, we propose that those who chronically form such situation-behavior links will produce particularly strong (i.e. highly accessible) links. This increase in strength can be evidenced by faster response times – specifically, faster recall of behaviors when provided with a situation cue. The present study was designed to provide predictive validity for a response-time measure of the chronic tendency to form of implementation intentions in order to achieve one's goals. We hypothesized and found that participants who evidence shorter response times when asked to recall

the behavior that they had linked previously to a specific situational cue (through an implementation intention) report making greater progress toward real-life goals (measured three weeks later). Also consistent with past research, these effects were strongest when commitment to the goal was high. Finally, the response-time measure was a stronger predictor of goal progress than a self-report measure of the tendency to plan.

#### E13

##### **EMOTIONAL AND PHYSIOLOGICAL EFFECTS OF AVOIDANCE MOTIVES AND GOALS FOLLOWING AN ACUTE STRESSOR**

Sally S. Dickerson, Shelly L. Gable; UCLA – Approach motives and goals focus on obtaining positive outcomes, whereas avoidance motives and goals focus on preventing negative outcomes. There is evidence that these two motivational systems are represented by separate neurobiological processes. This study examined how dispositional avoidance motivation and the experimental manipulation of approach and avoidance goals influenced emotion and cortisol levels following a stressful cognitive task. We hypothesized that individuals high on the dispositional avoidance motivation, fear of failure, would experience more negative emotion, specifically shame, and have higher cortisol levels post-stressor. Further, we predicted that this effect would be particularly strong for those both high on fear of failure and who were provided with an avoidance goal. Eighty healthy undergraduate students were given an approach goal (performing above the 80th percentile), an avoidance goal (not performing below the 80th percentile), or a neutral goal before engaging in a computerized mental arithmetic task under time pressure. Emotion and cortisol were assessed both pre- and post-task. Consistent with hypotheses, those high on fear of failure had higher cortisol levels post-task compared to those low on this trait ( $p < 0.05$ ). Additionally, there was a significant contrast where individuals both high on fear of failure and in the avoidance condition showed the greatest elevations in cortisol ( $p < 0.01$ ) and reported the most shame ( $p < 0.01$ ) compared to other participants. Thus, our results provide direct evidence that both dispositional motives and experimentally manipulated goal states have the potential to influence emotional and physiological outcomes.

#### E14

##### **GLOBAL MOTIVATION AND WOMEN'S SELF-CONCEPT AS PREDICTORS OF BODY IMAGE DISSATISFACTION**

Lisa Mask, Céline Blanchard, Frederick M.E. Grouzet; University of Ottawa, School of Psychology – The internalization of sociocultural norms about thinness is thought to be an important factor fostering body image dissatisfaction in young women. Interestingly, some studies suggest that a feminist identity can serve as a buffer to thinness messages in one's social environment. Other studies have examined the relationship between the endorsement of sexist values and the overall negative effect on female body esteem. The purpose of this study was to examine the link between self-determination theory (SDT; Deci & Ryan, 1985, 2002), Downing and Roush's (1985) model of Feminist Identity Development (FID), and gender beliefs to explain varying body image preoccupations that women experience as a result of sociocultural pressures. Questionnaires measuring one's level of self-determination, stages of feminist identity, stereotyped gender beliefs and body image preoccupations, were administered to 153 young females. Path analyses using a multiple regression technique supported our hypotheses. Non-self-determined orientations were positively linked with measures of benevolent sexism and the passive acceptance stage of FID, which in turn, lead to a greater endorsement of sociocultural norms and pressures surrounding the 'thin ideal', resulting in greater body dissatisfaction. By contrast, self-determined orientations were positively linked to liberal feminist values (e.g., the active commitment stage of FID). In turn, the active commitment stage was negatively associated with the endorsement of sociocultural beliefs about thinness, resulting in less body dissatisfaction. In conclusion, future avenues for feminist research and gender stereotypes are discussed in relation to SDT.

## E15

**MODELING GROUP ESTIMATION OF QUANTITIES FROM INDIVIDUALS** Denise Sommer<sup>1</sup>, Bryan Bonner<sup>2</sup>, Celia Gonzales<sup>3</sup>; <sup>1</sup>Jena University, Germany, <sup>2</sup>University of Utah, <sup>3</sup>New York University – In two studies (N=288) three-member groups and independent individuals estimated 72 different quantities (e.g., what is the population of Turkey?) given 0, 1, or 2 known cues (e.g., providing the populations of Sudan, China, both, or neither). The central question addressed by these studies was the extent to which group judgments could be accurately predicted by models weighting solutions arrived at by “pseudo-groups” of independent individuals. In a laboratory situation, estimation tasks of this type are both intellectual (in that they possess correct answers) and judgmental (in that these answers cannot be demonstrated) (Laughlin & Ellis, 1986). To the extent that estimation tasks are intellectual, models predicting weighted influence based on the accuracy of proposed alternatives should provide better fit (analogous to the “truth wins” type of social decision scheme) (Davis, 1973). To the extent that these tasks are judgmental, models predicting weighted influence based on the centrality (i.e., proximity to the group average) of alternatives should provide better fit (e.g., the exponentially-weighted averaging model of the social judgment scheme) (Davis, 1996). Findings indicate support for the latter hypothesis. For both studies, the exponentially-weighted centrality model provided the best fit for all non-zero cue conditions. No models sufficiently predicted group decisions in the zero cue conditions of either study. It is interesting to note that arithmetic averaging models and linearly weighted averaging models were rejected across all conditions. Apparently, weighting is exponential with extreme answers being given exponentially less weight than answers closer to the group mean.

## E16

**WHAT MAKES PEOPLE FEEL UNDERSTOOD OR MISUNDERSTOOD?** Shigehiro Oishi<sup>1</sup>, Sharon Akimoto<sup>2</sup>, <sup>1</sup>University of Minnesota, Minneapolis, <sup>2</sup>Carleton College, Northfield, MN – We examined the antecedents and consequences of feeling understood and misunderstood among European American and Asian American college students. Participants completed a weekly web survey from October to March. They wrote about two events that made them feel understood and misunderstood by others each week, and rated the degree to which feeling understood and misunderstood was due to the accurate or inaccurate perception of their personality traits and cultural backgrounds. They also listed three persons with whom they spent the most time each week, and indicated the degree to which they felt understood or misunderstood by each person. Finally, we obtained their GPA for the three consecutive terms from the registrar’s office. We found that the accurate or inaccurate perception of their personality was a greater cause for feeling understood or misunderstood among European Americans than Asians, whereas the accurate or inaccurate perception of cultural backgrounds was a greater cause for those feelings among Asian Americans,  $F(1, 73) = 7.43, p < .01$ ,  $F(1, 73) = 18.62, p < .01$  for the 2-way interaction on understanding = 7.43,  $p < .01$ ,  $F(1, 73) = 18.62, p < .01$  for the 2-way interaction on misunderstanding. In addition, a growth curve analysis revealed that the degree of misunderstanding was associated with a decline in GPA over the three academic terms among Asian Americans, whereas it was associated with an increase in GPA among European Americans. The relative importance of personal vs. collective self might be responsible for divergent antecedents and consequences of feeling understood and misunderstood across cultures.

## E17

**LINGUISTIC MARKERS OF COGNITIVE BROADENING** Michael Cohn; University of Michigan – Three studies examined linguistic correlates of cognitive broadening, a state linked to positive emotions and indicated by enlarged thought-action tendencies. Subjects submitted personal narratives written after a variety of positive, negative, and neutral emotional manipulations. Their writing was analyzed using LIWC, a word-counting text analysis program. Two types of linguistic variable

were found to correlate with self-reports of positive and negative emotions. The first was a variety of variables indicating general and specific emotional states, serving as a manipulation check or more generally as an indication of emotional state. The second included variables relevant to cognitive broadening. Positive emotions correlated with use of the word “I” and use of words relating to the self, both of which are thought to indicate a relatively narrowed view of the world. Positive emotions also correlated negatively with use of long words, which indicates reduced cognitive complexity. The significance of these counterintuitive results is discussed, and compared with linguistic correlates of direct measures of broadening. Identifying textual markers of cognitive broadening will make measurement simpler and less obtrusive, increasing the range of potential data sources and research subjects.

## E18

**NARCISSISM, RISK-TAKING, AND PERFORMANCE** Harry Wallace; Trinity University – Past research has not directly explored links between subclinical narcissism and risk taking, but several dimensions of narcissism suggest that narcissists take more risks than others. For example, narcissism has been linked with sensation seeking and a motivational orientation of approach, rather than avoidance. Moreover, narcissists have inflated self-appraisals and strong self-glorification motives – a combination of traits that might lead them to tackle challenges beyond their abilities. To test this possibility, 130 participants were given the opportunity to bet money on their upcoming task performance. To win money, participants had to outperform a certain percentage of past performers on an unspecified problem solving task. Each participant chose a reward criterion without knowing what task they would be performing. Conservative bets were easy to win but offered low reward; risky bets were difficult to win but offered high reward. Multiple regression analyses were conducted to examine the effects of narcissism (Raskin, 1979) and self-esteem (Janis & Field, 1959) on risk-taking, performance (anagrams), and money earned. Narcissism predicted low earnings as expected, but not because narcissists were unusually risky in their wagers. Although the variable of narcissism alone predicted risky betting, this effect was attributable to self-esteem, which correlated with both narcissism and risk-taking. Narcissists won less money than other participants simply because they solved fewer anagrams. In contrast, self-esteem predicted superior anagram performance, but did not predict money earned because of unsuccessful risky bets. Interpretations and implications are discussed in light of past research regarding narcissism and performance links.

## E19

**GROWTH, MAINTENANCE, AND PREVENTION OF LOSS: AGE DIFFERENCES IN PERSONAL GOAL ORIENTATION** Natalie C. Ebner<sup>1</sup>, Alexandra M. Freund<sup>2</sup>; <sup>1</sup>Max Planck Institute for Human Development, Berlin, <sup>2</sup>Northwestern University, Illinois – Individuals differ in their goal orientation, i.e. in directing goals toward growth or maintenance and prevention of loss (Elliot & Covington, 2001). Studies showed that focusing on loss prevention is negatively related to well-being (Coats, Janoff-Bulman, & Alpert, 1996). From a developmental perspective, we suggest that this only applies to younger adults. Life-long development implies gains and losses. Are this gain-loss ratio and increasing resource limitations across life reflected in goals? We hypothesize that younger adults focus on gains whereas older adults direct goals toward maintenance and loss prevention and that this primary orientation toward maintenance and loss prevention is adaptive in old age. We assume that expected resource demands explain these age differences. In Study 1, participants ( $n(\text{young})=49; n(\text{older})=41$ ) rated growth, maintenance, and prevention of loss orientation of self-generated goals and indicated how much their goals contributed to well-being. In Study 2, participants ( $n(\text{young})=15; n(\text{older})=13$ ) had to recognize stimuli relating to growth or maintenance/loss prevention. In Study 3, participants ( $n(\text{young})=107; n(\text{older})=103$ ) choose between goals with different orien-

tations. In self-report and goal selection, our hypothesis of age-related differences in goal orientation was confirmed. For older adults, maintenance orientation and well-being were positively correlated. When growth goals were described as demanding more resources than maintenance/prevention of loss goals, both groups selected more frequently maintenance/prevention of loss goals. The findings suggest a shift in goal orientation from early to late adulthood as one mechanism to adapt to a changing ratio of experiences related to gains and losses of resources across life.

**E20****PHYSICAL ATTRACTIVENESS IN MARRIAGE: DOES BEAUTY STILL MATTER?**

*James K. McNulty<sup>1</sup>, Teesha T. McCrae<sup>2</sup>, Benjamin R. Karney<sup>2</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>University of Florida* – Does physical attractiveness matter in marital relationships? Though a robust literature demonstrates the powerful effects of physical attractiveness in the beginning stages of relationships, it remains unknown whether these effects extend into more long-term relationships. The current study sought to examine this issue by assessing the effects of physical attractiveness in a sample of 82 newlywed couples. Couples reported their satisfaction with the relationship, engaged in videotaped marital discussions, and were reliably rated for physical attractiveness by objective observers. Though results revealed no significant associations between overall level of attractiveness and relationship satisfaction, they did demonstrate significant associations between relative attractiveness and relationship satisfaction. Specifically, controlling for overall attractiveness, spouses who were more physically attractive than their partners were less satisfied with their relationships than spouses who were less physically attractive than their partners. Subsequent analyses revealed that observations of behavior mediated this effect such that less attractive spouses tended to behave more negatively than more attractive spouses, leading their partners to be less satisfied with the relationship. Theoretical and practical implications are discussed.

**E21****YOU CAN WALK LIKE A MAN, MY SON, AND FEEL LIKE A NATURAL WOMAN: VARIATION IN PSYCHOLOGICAL MASCULINITY AND FEMININITY**

*Jennifer R. Daniels<sup>1</sup>, William Fleeson<sup>2</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>Wake Forest University* – Psychological masculinity and femininity has been studied in the past as static personality characteristics. Thus, masculinity and femininity has been quantitatively assessed via questionnaires that are administered only one time in the study period. This type of assessment does not address the possibility that people may significantly fluctuate in their levels of expressed masculinity and femininity. Fluctuations in gender could have significant implications for the empirical study of gender and gender differences. First, it may not be enough to compare individuals or groups on mean levels of masculinity or femininity alone. If people vary greatly within themselves in their gender, examining only the differences between averages may overstate those differences in masculinity and femininity. In addition, gender could also be studied not just in terms of people being high or low in masculinity and femininity, but also in the amount of variation people display. The present experience-sampling study measured masculinity and femininity in college students, at 45 instances over a nine-day period. Participants reported the extent to which they had been acting and feeling in masculine and feminine ways. Results showed that (i) people varied considerably in their reported levels of masculinity and femininity from hour to hour (ii) variation within a single person over time was larger than variation between two people (iii) variation within a single person was larger than variation between men and women. Thus, the greatest differences in masculinity and femininity were not found between the sexes, as previously assumed, but within the person.

**E22****PERCEPTIONS OF AFFIRMATIVE ACTION: SELF-INTEREST AND SOCIAL ACCEPTABILITY**

*Madeleine Fugere<sup>1,2</sup>; <sup>1</sup>Eastern Connecticut State University, <sup>2</sup>Lynchburg College* – As the need for affirmative action is reaffirmed, research concerning perceptions of affirmative action policies is increasingly important. Two studies explored the “collective self-interest” hypothesis that the perceived impact of affirmative action on White applicants determines perceptions of fairness among White participants. In Studies 1 and 2, participants reviewed two college applications (from one White and one African American applicant) to a hypothetical university that had an affirmative action policy targeted toward “traditional” minority students or toward White students (at a “historically Black” university). As hypothesized, Study 1 revealed that the affirmative action policy that targeted White applicants was rated as more fair than the policy that targeted minority applicants. However, Study 2 failed to replicate this result. The admission decision regarding each applicant was also varied. Studies 1 and 2 revealed that the admission decisions regarding African American applicants and White applicants impacted perceptions of fairness equally. A survey following Study 2 revealed that participants believed that it was more socially acceptable to state that the impact of the affirmative action policy on both applicants (rather than the impact of the policy on one applicant) influenced their perceptions of fairness. These studies suggest that participants’ perceptions of affirmative action may be impacted by collective self-interest, but that expressions of these perceptions are tempered by social desirability concerns. Future research may explore whether participants might express more self-interested attitudes toward affirmative action if they believed that those expressions were socially acceptable.

**E23****DISAGREEMENT AND THE CULTURAL DIVIDE: RESOLVING DISAGREEMENT IS MORE DIFFICULT IN INTERRACIAL INTERACTIONS**

*Emma Iserman, Ziva Kunda, Steven Spencer; University of Waterloo* – Miller and Prentice (1999) argue that differences between people seem more pervasive and more difficult to overcome when they occur between members of different social groups (i.e., across a cultural divide). Membership in different groups provides an obvious explanation for differences between people. Since membership in some social groups cannot be changed (i.e., ethnicity), we may treat our differences with members of other groups as insurmountable. This may then influence our interactions with them. If we have a disagreement with a member of another social group, we may believe that we cannot overcome that disagreement, while if we disagree with a member of our own social group, we may work to overcome that disagreement. The goal of the present research was to demonstrate the impact of this cultural divide on the outcome of an interaction. White-White and White-Asian pairs of students were brought into the lab, where they discovered that they disagreed on an ethical dilemma. They were asked to attempt to resolve their disagreement and create a written joint response to the dilemma. As compared to White-White pairs, White-Asian pairs created shorter responses, expressed fewer ideas in their responses, and gave lower quality responses to the dilemma. White participants in these pairs also expressed less agreement with the opinion expressed in the response, and had more difficulty creating arguments for a supposed second discussion with their partner. This research suggests that the cultural divide can have subtle, pervasive, and negative effects on the quality and product of interracial interactions.

**E24****THE EFFECTS OF APPROACH AND AVOIDANCE SOCIAL GOALS ON SOCIAL EVALUATION**

*Amy Strachman, Shelly L. Gable; University of California, Los Angeles* – Previous research has found that approach social motives and goals are linked to outcomes characterized by the presence or absence of positive social features, and avoidance social motives and goals are linked to outcomes characterized by the

presence or absence of negative social features; and that the link between approach motives and outcomes are mediated by different processes. Specifically, Strachman and Gable (in prep) examined these mediating processes and found that social goals influenced memory for and interpretation of social events. This study examined how dispositional avoidance social motivation and the experimental manipulation of approach and avoidance social goals influence social evaluation and memory for social traits. We hypothesized that individuals high on the dispositional avoidance social motivation, fear of rejection, and individuals with strong avoidance social goals would evaluate another person more negatively and remember more negative social traits. Further, we predicted that this effect would be heightened for those with both strong dispositional avoidance social motivation and given an avoidance social goal as an experimental manipulation. One hundred undergraduate students were given an approach social goal (make a good impression, show your good qualities) or an avoidance social goal (don't make a bad impression, don't show your bad qualities), and then asked to evaluate a description and note of another person they were to ostensibly meet. Results were consistent with hypotheses and provide evidence that social goals can be experimentally manipulated to show similar effects on social evaluation.

#### E25

#### THE EFFECTS OF OUTCOMES ON THE RECALL AND INTERPRETATION OF OUTCOME-RELEVANT INFORMATION.

Philip Mazzocco<sup>1</sup>, Mark Alicke<sup>2</sup>; <sup>1</sup>Ohio State University, <sup>2</sup>Ohio University – Two studies involving college students examined the effects of behavioral outcomes on two aspects of information processing (N = 174 and 166, respectively). In both studies, participants read scenarios involving legal outcomes. In Study 1, participants read a scenario about a company that produced a new tire that was either a great success (positive outcome), or led to accidents and deaths (negative outcome). After reading the basic scenario and outcome, participants evaluated the company's negligence. These ratings were significantly affected by outcome information (more blame in the negative outcome condition). All participants then received additional information, some of which presented the company in a positive light, and some of which presented the company in a negative light. Results indicated outcome consistent recall of this additional information. In Study 2, participants read about a shooting of a home-intruder where the intruder turned out to be either a dangerous criminal (relatively positive outcome), or a family-friend (relatively negative outcome). Initial shooter ratings showed outcome consistent blame attributions. Participants then read additional scenario relevant information that was intended to be mainly exculpatory towards the shooter. Analyses indicated that the interpretation of ambiguous outcome-relevant information was affected by outcomes. Furthermore, a second set of shooter ratings revealed polarization of initial blame ratings. These studies provide a possible explanation for the demonstrated robustness of the outcome bias phenomenon.

#### E26

#### TEMPORAL STABILITY OF THE INTERPERSONAL LOYALTY SCALES

Andrew Beer, David Watson; University of Iowa – Previous research culminated in the establishment of the Interpersonal Loyalty Scales (ILS), an instrument designed to measure individual differences in loyalty. The ILS consists of two scales, which were created through a series of factor analyses: Individual Loyalty (e.g., "I stand by my friends, even when they make mistakes") and Group Loyalty (e.g., "I am loyal to my country"). The 201 participants in the current study completed a questionnaire containing the 20 ILS items at the beginning of the semester. They subsequently were retested on these same items later in the term. The retest intervals ranged from 5 weeks to 11 weeks, with a median time span of approximately two months. Retest correlations were .71 and .84 for the Individual Loyalty and the Group Loyalty scales, respectively. In addition, we conducted separate principal factor analyses of the ILS items at the two assessments. Replicating previous results, a

clear two-factor structure emerged in each case. Moreover, quantitative analyses of the factor scores indicated that the factor structure was virtually identical at Time 1 and Time 2. This study demonstrates the stability of an individual's standing on the dimensions of interpersonal loyalty, as well as establishing the replicability of the underlying structure of this domain.

#### E27

#### INTERPERSONAL DISTANCE IN CHILD DRAWINGS AS AN INDICATOR OF LOVE WITHDRAWAL

James W. Fryer, Andrew J. Elliot; University of Rochester – Previous research has documented that mother-child fear of failure (FF) concordance, but not father-child FF concordance, is present as early as 1st grade (Elliot, Thrash, & Mapes, in preparation), and that love withdrawal mediates the intergenerational transmission of FF (Elliot & Thrash, submitted for publication). Parent love withdrawal need not be as obvious as sending the child away for punishment; subtly increasing the distance between oneself and one's child can adequately convey that affection is contingent on avoiding failure. Given the reluctance of caregivers to admit to such practices, child reports may provide insights that parent reports may not. Stick-figure drawings of parent and child were collected from 130 2nd grade children. Each child was asked to draw him or herself and each parent in three counterbalanced situations: non-evaluative baseline, imagined failure, and imagined success (producing a total of six drawings). The distance between parent and child was measured in each drawing. Mother FF was found to be a significant predictor of the distance between parent and child in the imagined failure situation when controlling for the baseline distance between figures, ( $r = .19, p < .05$ ), but this was not the case for father FF ( $r = .07, ns$ ). There was no significant relationship between either mother or father FF and the distance between parent and child in the imagined success situation, controlling for baseline distance. These results provide further support for the involvement of love withdrawal in the socialization of FF.

#### E28

#### SWM SEEKING SF: MODERATORS OF QUALITIES OFFERED AND DESIRED IN ONLINE PERSONALS ADS

Anne Bonsall<sup>1</sup>, Leisha Colyn<sup>2</sup>, Michael C. Philipp<sup>2</sup>, Helen C. Harton<sup>2</sup>; <sup>1</sup>Wartburg College, Waverly, Iowa, <sup>2</sup>University of Northern Iowa, Cedar Falls – Evidence for evolutionary-related predictions of sex differences has included analyses of personals advertisements (e.g., Feingold, 1992). For example, men tend to offer resources and seek physical attractiveness, whereas women do the reverse. Another common finding is that men seek younger women, whereas women seek older men. Social role theories (e.g., Eagly & Wood, 1999) suggest that these effects may be moderated by sociocultural variables. In this study, we tested five potential moderators: status, physical attractiveness, presence of children, desire for children, and age. We coded the pictures, open-ended responses, and questionnaire responses of heterosexual online personals ads from a popular dating service. Consistent with previous research, men offered resources more often than women did, and women sought resources more often than men. This effect, however, only held for blue collar (vs. white collar) and low attractive (vs. high attractive) advertisers and those advertisers who had children. Older men offered resources more often than younger men. There were no gender differences in how desirable older partners were, although younger women tended to be the most willing to date a much older partner. Both men and women increasingly found younger partners more acceptable as they aged, but this was especially true for men. Men also looked for younger partners when they had children than when they did not. Although personals ads are susceptible to self-presentational concerns, these results suggest that status, physical attractiveness, and the presence of children may be moderators of sex differences of some mating behaviors.

**E29****ATTRIBUTIONAL COMPLEXITY AND RELATIONSHIP CLOSENESS AS A MEDIATORS OF SELF-SERVING PERCEPTIONS OF INSULT EFFECTS**

Steve Seidel<sup>1</sup>, Justine Hansen<sup>2</sup>, Christina Garcia<sup>1</sup>, Jasmine Davis<sup>1</sup>; <sup>1</sup>Texas A&M University, Corpus Christi, <sup>2</sup>Trinity University – The purpose of the present study was to explore how attributional complexity and relationship closeness affect one's perception of an evil act (insults). Eighty-five undergraduate students were asked to write narratives describing an event in which they either insulted another person or were insulted by another person. Half of these participants wrote about events involving a close friend while the others wrote about interactions with a stranger. Following the narratives, participants completed a measure of attributional complexity and answered questions designed to evaluate their perception of the effects of those insults. As predicted, participants demonstrated a tendency to perceive events involving close friends to be more upsetting than those involving strangers. Participants also indicated that they were more annoyed by events in both the perpetrator and victim roles than were individuals they chose to write about. Interestingly, this self-serving tendency was found when writing about close friends as well as strangers. Attributional complexity was not found to mediate this tendency. Content analysis of essays concluded that participants tended to justify their own insulting behavior to a greater extent than they did for others' behavior. We appear to judge the effects of others' negative behavior without sufficiently taking into consideration the potential that situations have in producing such behavior. In addition, dissonance-reducing and self-serving motives exaggerate this bias by providing a motivational reason to view our own behavior as less negative to that of others.

**E30****RELATION OF HIGH POSITIVE AND LOW NEGATIVE AFFECTIVE STATES WITH EXPERIENCED ROMANTIC RELATIONSHIP QUALITY**

Greg Strong, Arthur Aron; State University of New York at Stony Brook – Several studies (e.g., Aron et al., 2000) have shown that experienced relationship quality in romantic couples is increased through participation in novel and challenging activities. The underlying theory for these studies, the self-expansion model, suggests that the effect is due to the activities specifically creating high positive affect, but not to any decreases in negative affect. As an initial test of this idea, we asked 123 undergraduates currently in romantic relationships of more than a year's duration to describe their momentary affective state and to rate their relationship quality. Participants rated their current affect on a slightly modified version of Watson et al.'s (1988) Positive and Negative Affect Scale, with specific items selected to measure a participant's high positive affect (items related to excitement, etc.) versus low negative affect (items related to calmness, etc.); correlation between the two scales = .32. Participants rated their relationship quality on the same measure used in the previous activity research, the average Z score for Huston et al.'s (1986) Marital Opinion Scale and Hatfield & Sprecher's (1986) Passionate Love Scale. Results clearly supported the hypothesis. The correlation of state positive affect with rated relationship quality was .24 ( $p < .01$ ), the correlation of low negative affect with rated relationship quality was .05 (ns); difference between the two correlations,  $p < .05$ . Possible underlying causal directions and potential alternative interpretations are considered, along with a discussion of implications for theory and future research related to theory in areas of close relationships and affect.

**E31****PERCEIVED BELONGINGNESS AS A MOTIVATIONAL FACTOR OF POSSIBLE SELVES**

Michelle Sherrill<sup>1</sup>, Rick Hoyle<sup>2</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>Duke University – Possible selves are cognitive representations of the self as it might be in the future. Although research on current selves has demonstrated an association between self-esteem and social inclusion or exclusion (inclusionary status), to date, no studies have con-

sidered the potential role of inclusionary status in possible selves. We examined possible-self narratives for themes of social inclusion or exclusion and evaluated the impact of possible future acceptance or rejection on current self-esteem. College-age participants were assigned randomly to write about either a hoped-for or feared self. After completing their narrative, participants provided information about state-self esteem. We coded narratives for the presence of self-referent, other-referent, and collective pronouns. Analyses indicated an association between type of narrative (hoped-for or feared self) and state self-esteem attributable to relatively higher state self-esteem among participants who wrote about a hoped-for self. The narratives of participants who wrote about a hoped-for self included more collective pronouns than the narratives of participants who wrote about a feared self. (The groups did not differ in the number of self- and other-referent pronouns.) Mediation analyses indicated that the association between type of narrative and state self-esteem could be accounted for by number of collective pronouns. That is, participants who wrote about a hoped-for self used more collective pronouns and reported higher state self-esteem. These findings suggest that the motivational properties of possible selves might be attributed to their reflection of anticipated inclusion or exclusion by important others.

**E32****BELIEFS ABOUT MEN AND WOMEN THAT PERPETUATE AND REINFORCE DOMESTIC VIOLENCE**

Rena Franiuk<sup>1</sup>, Joseph Vandello<sup>2</sup>; <sup>1</sup>University of Wisconsin-Stevens Point, <sup>2</sup>University of South Florida – Three studies explored the existence of culturally shared beliefs about complementary gender beliefs that may contribute to a perpetuation of norms excusing domestic violence. In Study 1 (N = 78), we probed the normative support for three themes reflecting beliefs about the complementary nature of male and female roles: 1) males as sexually predatory and females as sexually dangerous, 2) men as brutish and women as civil, and 3) women as sacrificing nurturers and men as wounded children. Based on questionnaire responses, each of these themes was endorsed at above neutral levels. In Study 2 (N = 140), we found evidence that endorsement of these themes was associated with acceptance and dismissal of domestic violence. Study 3 (N = 204) demonstrated a more direct causal link by showing that participants who were primed with these themes placed less blame for violence on an abusive male in a hypothetical domestic violence scenario. We argue that several widespread and accepted beliefs about the nature of females and males and their relationships may contribute to the perpetuation and reinforcement of conflict and violence in romantic relationships.

**E33****SITUATIONAL AND INTERACTIVE EFFECTS IN THE SELF-PRESENTATION THEORY OF SOCIAL ANXIETY**

R. Michael Furr, Freida A. Bellis; Appalachian State University – According to self-presentation theory, social anxiety (SA) is a function of the interaction between impression motivation (M) and impression efficacy (E). Research has found associations between SA and each of the two impression management variables (i.e., main effects), but the interactional component of the associations has attracted little or no research. In addition, no research has yet examined the ways in which situations affect the associations among SA, M, and E. It is possible that situations differing in psychosocial qualities might produce different associations between SA and the impression management constructs. Student participants read scenarios describing eleven social situations. For each, they rated their motivation to create certain impressions, their efficacy in doing so, and the amount of SA that they would likely experience. A second group of participants rated each situation along several psychosocial dimensions (e.g., familiarity, presence of authority figures). For each situation, regression analyses revealed strong associations between SA and both M and E, but few significant interactions emerged. Furthermore, the associations between SA, M, and E differed across various kinds of situations (e.g., the interaction between M and E was relatively strong in "familiar" situations and weak

in “authority” situations). These results suggest that, although M and E are associated with SA, the form and strength of the associations depends on the psychosocial nature of the situation. Implications for the self-presentation theory of social anxiety and for an interactionist approach to social and personality psychology are discussed.

### E34

#### **EMOTIONAL EXPRESSIVENESS IN SPANISH-ENGLISH BILINGUALS: DOES LANGUAGE MAKE A DIFFERENCE?**

*Florencia Andrea Garcia, Nairan Ramirez-Esparza, James W. Pennebaker; University of Texas at Austin* – The current study examined emotional expressiveness as a function of language used when speaking and writing. Twenty three Spanish-English bilinguals were asked to participate in two sessions, one in English and one in Spanish (counterbalanced and conducted at least a week apart). In each session they wrote a stream of consciousness essay (i.e., they wrote about their thoughts, feelings and sensations having at the moment) for 15 minutes and were videotaped in a 5 minutes interview. Four judges evaluated bilinguals’ emotional expressiveness from the videotaped interviews in English and Spanish (with the volume off). In addition, the words used during the interviews and in the stream of consciousness essay were analyzed linguistically. The results showed that bilinguals are perceived as more emotionally expressive when they spoke in Spanish than English. Furthermore, they used more emotion-related words in both the interview and in the essay in Spanish than English. The results were analyzed controlling for preference of language use and the effects remained the same. The implications of these findings for psychotherapy with bilinguals are discussed.

### E35

#### **THE ROLE OF FACILITATORS AND BARRIERS IN UNDERSTANDING THE PROCESSES OF VOLUNTEERISM**

*Keilah A. Worth<sup>1</sup>, E. Gil Clary<sup>2</sup>, Mark Snyder<sup>1</sup>; <sup>1</sup>University of Minnesota, Twin Cities, <sup>2</sup>The College of St. Catherine* – Research on volunteerism has investigated the roles of the motivations that bring people to volunteering and their experiences in the course of their volunteer activities in determining satisfaction and intentions to continue to volunteer (Clary, Snyder, Ridge, Copeland, Stukas, Haugen & Miene, 1998). The current research moves to an examination of the features of the environment in which volunteering occurs, looking at the role of volunteers’ perceptions of the features of the environment that facilitate or impede their volunteer activity. To explore the effects of these facilitators and barriers on volunteers’ intentions to continue volunteering, we conducted a large-scale survey of currently active volunteers (N=1388) recruited through a regional volunteer resource center. Among the measures assessed were the volunteers’ perceptions of the features of the environment that facilitated their volunteer work, the barriers they faced in the volunteer environment, the positive and negative emotions they experienced, and their intentions to continue volunteering at the same organization and at a different organization. The extent to which volunteers felt that the volunteer environment provided facilitators for their work predicted intentions to continue volunteering at the same organization in one year ( $p < .001$ ); mediational analyses revealed that this effect was mediated by positive emotion. In addition, the level of barriers volunteers perceived in their work environments predicted intentions to volunteer at a different organization in a year ( $p < .001$ ); this effect was mediated by negative emotion. Theoretical and practical implications for understanding volunteers and volunteer organizations will be discussed.

### E36

#### **TESTING THE DISCRIMINANT VALIDITY OF DISPOSITIONAL FORGIVENESS MEASURES**

*April Phillips, Ryan Brown; University of Oklahoma* – This study examined the discriminant validity of three measures of dispositional forgiveness, as well as a measure of rumination, in the prediction of forgiveness for a specific offense. Two hundred undergraduates completed the Tendency to Forgive Scale (TTF; Brown, 2003), the Attitudes Toward Forgiveness scale (ATF; Brown, 2003), the Trans-

gression Narrative Test of Forgivingness (TNTF; Berry et al., 2001), a multi-dimensional measure of trait rumination (Scott & McIntosh, 1999), and measures of self-esteem, agreeableness, neuroticism, attachment, and aggression. Participants also described a specific offense they had experienced and reported the extent to which they had forgiven their offender. Results strongly supported the discriminant validity of the TTF in predicting state forgiveness. Multiple regression analysis revealed that among the dispositional measures, only the TTF was a uniquely significant predictor of state forgiveness. Results also revealed a significant interaction between scores on the TTF and offense severity in predicting state forgiveness. Simple slopes tests showed that dispositional forgiveness predicted state forgiveness only for relatively severe offenses. These data demonstrate the ability of the TTF to predict forgiveness for an actual offense, independently of pro-forgiveness attitudes, a scenario-based measure of dispositional forgiveness, a multi-dimensional measure of trait rumination, as well as several other dispositional measures that might also relate to state forgiveness. The results thus support the usefulness of the TTF for assessing dispositional forgiveness.

### E37

#### **FAMILIES AND RISK: PROSPECTIVE ANALYSIS OF FAMILIAL, CONTEXTUAL, AND SOCIAL INFLUENCES ON ADOLESCENT SUBSTANCE USE**

*Elizabeth A. Pomery, Frederick X. Gibbons, Michael J. Cleveland; Iowa State University* – Having an older sibling who uses substances correlates with use by younger siblings. The process through which this influence occurs has not been well studied, however. The influence of parents, peers, and siblings on adolescents’ substance use was investigated using data from the Family and Community Health Study, a longitudinal panel study of African American families. Analyses included reports from adolescents (M age 10.5 at Wave 1), an older sibling (M age 12.9), and their primary caregiver, at the first two waves (N=234 families). Structural equation modeling and regression analyses were conducted. As predicted, older siblings’ willingness to use substances at T1 influenced the target adolescents’ T2 substance use, controlling for the following T1 measures: parental and peer use, and targets’ use and willingness. Though not predicted, there was a similar relation between targets’ willingness at T1 and their older siblings’ T2 use. Regression analyses revealed that the relation between targets’ T1 willingness and their T2 use was moderated by neighborhood risk—the relation was stronger for those targets residing in riskier neighborhoods. There was an interaction between targets’ and siblings’ willingness, such that targets were more likely to use substances at T2 if both the targets and the siblings reported willingness at T1. There was also a marginal 3-way interaction between targets’ and siblings’ willingness and neighborhood risk; the most risk occurred among high-willing targets with high-willing siblings, in families living in high-risk neighborhoods. Implications for the prototype model of health risk and for preventive-interventions are discussed.

### E38

#### **INTEGRATING OPEN-ENDED RESPONSES INTO THE STUDY OF IDENTITY COMPLEXITY**

*Stephen C. Peck, Jacquelynne S. Eccles, Catherine L. Funk; University of Michigan* – Variable- and person-centered approaches to data reduction and analysis were used to examine the viability of identifying reliable identity structures in a demographically diverse sample of adolescents participating in a longitudinal study of development in context. Data came primarily from ten open-ended survey questions related to self-definitional beliefs, feelings, and behaviors, which were administered during 7th grade (1991), 8th grade (1993), and 11th grade (1996). These questions included information about respondents’ hopes, wishes, heroes, talents, occupations, etc. Open-ended responses were content analyzed for implicit and explicit information about one of eleven “Breakfast Club”-type identity themes (e.g. jock, artist, brain, socialite, and leader). After counting mentions of each theme and aggregating across questions, we produced implicit and explicit indi-

ces of the extent to which each identity theme applied to each individual. Scores on the implicit and explicit indices were then combined to produce a semi-absolute scale score (ranging from 0 to 3) for each theme. Cluster analytic procedures (Sleipner) were used to identify six identity structures, each defined by a prototypical identity theme. We validated the cluster solutions using close-ended data related to the same identity themes (e.g., adolescents characterized by the jock theme were more likely, according to youth and parent reports, to value and be good at sports). Results revealed moderately stable cluster profiles across waves and moderately stable cluster memberships. Conclusions included that the measurement procedures applied to our open-ended data yielded reliable information about identity structures at multiple levels of the self system.

### E39

#### **EMOTION REGULATION AND MEMORY: COGNITIVE COSTS OF SUPPRESSING EMOTIONAL REACTIONS TO PREJUDICE**

*Andrea Stier, Jennifer A. Richeson; Dartmouth College, Hanover* – Recent research suggests that targets of prejudice face deleterious social consequences when they perceive, rather than minimize, discrimination (Kaiser & Miller, 2001). In order to minimize discrimination, targets often attempt to suppress their emotional reactions to such occurrences. Previous research suggests, however, that suppressing emotional reactions to events negatively impacts cognition (e.g., Richards and Gross, 2000). The purpose of the present study was to examine the impact of suppressing emotional reactions to discrimination on cognition. To examine this question, 38 female participants were randomly assigned to either suppress or watch clips from a documentary about sexism in which a man and a woman were treated differently while car shopping, at a golf course, and applying for a job. Similar to Richards and Gross (2000), participants in the suppress condition were instructed to suppress their emotional reactions while watching a film, whereas control participants were instructed simply to watch the film. After the film, participants completed a measure of negative affect, a filler task (anagrams) for 10 minutes, and a surprise memory test of events in the film. Results revealed that compared to simply watching the film, attempting to suppress emotion led to poorer recall of the events in the film. There were no differences in emotional experiences after the film as a function of experimental condition, however. Consequently, this study suggests that in addition to facing negative consequences of perceiving discrimination, targets of discrimination may face negative cognitive consequences when attempt to minimize discrimination by suppressing their emotional reactions.

### E40

#### **SELF-SYSTEM DYNAMICS: RELATIONS OF TRAIT ENTROPY AND GLOBAL SELF PROPERTIES**

*Katharine Kaye McMillan<sup>1</sup>, Andrzej Nowak<sup>2</sup>, Robin R. Vallache<sup>1</sup>; <sup>1</sup>Florida Atlantic University, <sup>2</sup>University of Warsaw, Poland* – Nowak, Vallacher, Tesser, and Borkowski (2000) modeled the self as a dynamic system of self-organizing cognitive and affective elements. The model supported the claim that self-organization gives rise to global properties of self-certainty (SC), self-esteem (SE), and self-stability (SS) and accounts for individual differences in global properties. This study provides empirical evidence by indexing entropy in subjects' endorsements of deconstructed personality traits, and examining entropy's relations to traditional measures of SC, SE, and SS. Trait entropy (indexed by H which measures variance without the mean) should be low for Ss with normal/unimodal or bimodal distributions as these Ss have coherent self-aspects. Trait entropy should be high for those who endorse all possibilities equally which indicates disorder. Low entropy should correlate with high SC, SE, and SS. Five traits (e.g., sociability) were deconstructed into 5 intensities (e.g., extremely, not at all). Subjects indicated how often they manifested intensities. Ss evaluated overall level of traits and roles, and indicated certainty and importance. Ss completed Rosenberg's Self-Esteem, Self-Concept Stability. Results showed that low entropy correlated with high SE and SS and higher lev-

els of trait and role endorsements, certainty (SC), and importance. Partial correlational analyses indicated that entropy may give rise to stable self-conceptions which in turn influence self-esteem and self-certainty. Coherence (indexed by low entropy) is experienced phenomenologically as a certain, stable, and good self. Traits, whether they are normally distributed (Costa & McCrae) or bimodal and situationally contextual (Mischel & Shoda), reflect coherent self-systems.

### E41

#### **MORE POWER TO THEM: MALES' AND WHITES' ABILITY TO CURB SEXISM AND RACISM THROUGH CONFRONTATION**

*Aimee Mark, Margo Monteith, Alexander Czopp; University of Kentucky* – Recent research on confrontations as a means of prejudice reduction has shown that the effectiveness of a confronter in conveying a nonbiased message may depend on the way a person is confronted. Prior research involving non-interpersonal, scenario-based confrontations suggested that those not targeted by prejudice (i.e., Whites and men) might be more effective at curbing prejudiced responses through confrontation than targets (i.e. Blacks and women). The current study examined the mechanism that makes nontargets more effective confronters in non-interpersonal situations. One possibility is that the influence of the type of confronter on confrontational outcomes is mediated by a person's expectancy. Specifically, confrontation by a nontarget may engender greater surprise, and thus a violation of expectancy, leading to increased processing of the confrontational message and various outcomes (e.g., increased guilt, decreased irritation) in contrast with a target confronter. Participants read a confrontational editorial accusing the reader of contributing to the perpetuation of either racism or sexism that was authored by either a target or a nontarget of that prejudice. Reactions to the editorial and editorialist were collected. Results did not support the expectancy mechanism. The findings revealed interactions with the type of confronter and participants' prejudice level. In particular, nontargets were especially effective for high-prejudice participants because they elicited greater guilt and persuasion. However, low-prejudice participants were equally influenced by confrontations, regardless of the type of confronter. Future directions are discussed in terms of the roles cognition and affect play in the effectiveness of confrontation as a means to reducing prejudice.

### E42

#### **DIFFERENTIAL ITEM FUNCTIONING OF POSITIVE AND NEGATIVE WORDING IN PERSONALITY AND SOCIAL ASSESSMENT: AN ITEM RESPONSE THEORY ANALYSIS**

*Elizabeth Schmidt, R. Michael Furr, Timothy Huelsman; Appalachian State University* – Acquiescence bias is a fundamental concern in many personality and social assessment contexts. To control for the tendency to agree/disagree with questions regardless of true psychological state, many scales include a balance of positive items ("I get satisfaction from my work") and negative or reverse-keyed items ("I do not get satisfaction from my work"). However, recent research suggests that different wordings might compromise overall measurement quality. Classical test theory (CTT) methods have been used to address this issue, with inconclusive results due in part to the interdependence of item parameters within the CTT framework. We used item-response theory (IRT) to examine the potential differential measurement characteristics of a positively-worded version of a personality inventory as compared to a negatively-worded version. IRT provides several advantages over classical test theory and affords a detailed analysis of the Differential Item Functioning (DIF) of the two versions. Participants (612 non-faculty university employees) responded to a positively- or negatively-worded version of the Job Diagnostic Survey (JDS), which assesses employee motivation and satisfaction. Item-level IRT analyses revealed significant DIF between versions for some items on both location and slope parameters. Interestingly though, the two versions provided approximately the same amount of test-level information at all trait levels, which suggests that item-level differences canceled each other out across all items on the test.

These results suggest that negatively worded items may provide information as accurately as positively worded items, contradicting results obtained via classical test theory methods.

#### E43

**BEING NICE GETS YOU ACROSS THE MOAT** *Monika Stelzl, Clive Seligman; University of Western Ontario* – Previously, in a study of Canadian newspapers, we found that Ben Johnson, a 100-meter sprinter on the 1988 Canadian Olympic team, was characterized as a Canadian when he won the gold medal. However, after Johnson lost his medal because of steroid use, the same media emphasized his Jamaican identity. We refer to this phenomenon as MOATING: Moving Others Away/Toward the In-Group. MOATING refers to how people use multiple group identities either to: include others in the in-group by focusing on their shared identity, or exclude them by highlighting their non-shared identity. Subsequently, we replicated these archival findings in an experiment that included the appropriate control conditions. In the present experiment, we tested MOATING in a helping context. We predicted that people would emphasize another person's shared identity when the other person helped, but would highlight the other's non-shared identity when he did not help. Canadian participants were presented with a fictitious story in which a young man, who was either a Canadian-American or a Belgian-American, played a role in an accident while on vacation abroad. We manipulated the man's identity relevance (Canadian=relevant vs. Belgian=non-relevant) and his role in the accident (helped the victim or left the scene of the accident). As predicted, participants emphasized the man's Canadian identity when he behaved decently but highlighted his American identity when he left the accident scene. In the Belgium-American condition, there were no differences in identity emphasis between the accident conditions, suggesting that identity relevance is crucial.

#### E44

**EFFECTS OF CHRONIC AND SHORT-TERM VIOLENT VIDEO GAME EXPOSURE ON PERSONALITY AND BEHAVIOR** *Marc Sestir, Bruce Bartholow; UNC, Chapel Hill* – The video game industry is a multi-billion dollar enterprise with millions of loyal customers, particularly children and adolescents. Violent games comprise the majority of annual sales, and since the early 1980's, social policy-makers have been concerned with the potential effects of chronic exposure to this form of media. The present studies examined whether repeated exposure to video game violence is associated with deleterious effects on personality and behavior. Findings from Study 1 (N=107) indicated that high levels of video game violence exposure are positively associated with aggressive disposition ( $r=.20, p<.05$ ), irritability ( $r=.19, p<.05$ ), and scores on the Eysenck Psychoticism scale ( $r=.21, p<.05$ ), and are negatively correlated with trait empathy ( $r=-.21, p<.05$ ). Study 2 (N=?) examined the interactive effects of short-term (20 minutes) and chronic exposure to violent video games on aggressive behavior. As predicted, participants who played a violent video game in the lab behaved more aggressively in a later task than those who played the nonviolent game ( $r=.24, p<.05$ ). This effect was qualified by chronic video game violence exposure, such that participants with higher levels of chronic exposure behaved aggressively regardless of the game they played ( $r=.29, p<.01$ ). These findings suggest that short-term exposure to video game violence results in more short-term aggressive behavior, and chronic exposure results in more aggressive disposition and behavioral tendencies.

#### E45

**INDIVIDUAL DIFFERENCES IN SENSITIVITY TO SITUATIONAL CUES: COGNITIVE STYLES OF POSITIVE AND NEGATIVE ATTENTION** *Kenji Noguchi, David Dalsky, Carol Gohm; University of Mississippi* – Cognitive processes are different depending on people's mood states. People in a happy mood are likely to use heuristic or top-down processing, whereas people in a sad mood are likely to use systematic or bottom-up processing. Thus, in terms of sensitivity to situational cues, people in a sad mood are likely to be sensitive to external informa-

tion. Forgas (1998) found that people in a sad mood are less likely to commit the fundamental attribution error. In this study we hypothesized that people who chronically pay attention to negative things are more likely than people who chronically pay attention to positive things to be sensitive to situational cues. We predicted that when people focus on negative characteristics, they are motivated to avoid failure and to try to perceive external information accurately. In this study, the previously constructed measure, the Positive and Negative Attention Scale, was employed to measure individual differences. Attribution scenarios were used to measure sensitivity to external information. The control scenario did not have any constraint, the contextual scenario contained information that an actor behaved for situational reasons, and the dispositional scenario included information that the behavior was typical for the actor. The results showed that people who focus on negative things are more likely than people who focus on positive things to be sensitive to the cues in the scenarios. Negative attention individuals showed more situational attribution in the contextual scenario condition than positive attention individuals.

#### E46

**THE MISMATCH HYPOTHESIS: TESTOSTERONE, STATUS PREFERENCES, AND WELL-BEING** *Jennifer Guinn Sellers, Matthew L. Neuman, Robert A. Josephs; The University of Texas at Austin* – Intuitively, it seems like winning should feel better than losing, but for individuals low in their need for dominance, the opposite may be true. Our hypothesis posits that optimal functioning depends on a match between one's current level of status and their desired level of status. A mismatch occurs when current and desired levels of status are discordant. When the latter occurs, psychological functioning will be impaired. The need for dominance has been linked to basal of testosterone. Thus, high testosterone individuals should thrive in a high status position, but low testosterone individuals should thrive in a low status position. We tested the mismatch hypothesis by placing high and low testosterone individuals into high or low status positions. Participants took part in a rigged competition against another participant (Study 1) or a confederate (Study 2), and either won (high status) or lost (low status). During each experiment, affective, cognitive, and physiological measures were obtained. In Study 1, high testosterone participants reported less emotional arousal, focused less on their status, and performed better on an analytical test if they were in a higher status position. Low testosterone participants showed the opposite pattern. In Study 2, the emotional arousal findings were replicated with cardiac arousal, and the performance findings were replicated using a math test. Across both studies, testosterone and situational status interacted to affect psychological and physiological well being.

#### E47

**TRADITIONAL BELIEFS ABOUT GENDER AND SELF: DEVELOPING A NEW SCALE** *Luis M. Rivera, Nilanjana Dasgupta; University of Massachusetts, Amherst* – The present project develops a new scale to assess traditional beliefs about gender and self (TBGS) and also to determine the extent to which these beliefs predict anti-gay prejudice and discrimination. Items in this scale capture the degree to which people endorse traditional gender roles for women and men, and the extent to which (a) they feel threatened by the prospect of being labeled gay or lesbian, and (b) that their sexual identity is threatened. Empirical evidence is presented from 3 college samples and 1 community sample regarding the factor structure, reliability, and convergent, discriminant, and predictive validity of the scale. Exploratory and confirmatory factor analyses corroborate our prediction that traditional beliefs about gender and self comprise one construct composed of two correlated factors. Moreover, this scale correlates well with implicit and explicit prejudice toward gays and lesbians providing evidence for convergent validity. However, the TBGS scale does not correlate with scales measuring Motivation to Control Prejudice (MCPR) and self-esteem (Rosenberg's self-esteem scale) providing evidence for discriminant validity. Finally, the



scale shows good predictive validity such that the more people endorse traditional beliefs about gender and self, (a) the more negative affect they experience while interacting with a male confederate who appears gay compared to one who appears heterosexual, and (b) the more they subtly discriminate against that confederate.

**E48****SMILING AS A MANIFESTATION OF PERSONALITY**

*Sara Pollard<sup>1</sup>, Simine Vazire<sup>2</sup>, Peter J. Rentfrow<sup>2</sup>, Samuel D. Gosling<sup>2</sup>; <sup>1</sup>Austin College, <sup>2</sup>The University of Texas at Austin* – Previous research has found the women who smile in a single photograph show positive life outcomes up to several decades later (Harker & Keltner, 2001). Building on this research, we aimed to find out more about the links between personality and smiling, and to examine whether the correlates are the same for men and women. Seventy-one men and 87 women were photographed for this study. We collected self-reports and three informant reports for every participant to obtain a valid measure for personality. Six judges viewed the photographs and rated the personalities of all 159 targets. Finally, the photographs were coded for presence and intensity of smile. The codings were reliable and correlated with several personality dimensions. Smiling was positively correlated with self and informant reports of extraversion and self-esteem in both sexes. However, there were also sex differences in the personality correlates of smiling. Smiling was associated with high positive affect in women but not in men, and with low negative affect in men but not in women. Furthermore, smiling cues were used differently by judges when rating men and women. For example, whereas smiling was positively correlated with attractiveness ratings of women, it was not correlated with attractiveness ratings of men. This research shows that personality can be manifested in a single act, and contributes to the growing evidence of personality-behavior links. In addition, our results suggest that the cues through which personality is manifested and perceived may be different for men and women.

**E49****ALCOHOL EFFECTS ON STEREOTYPE ACTIVATION AND INHIBITION**

*Bruce Bartholow, Cheryl Dickter, Marc Sestir; University of North Carolina, Chapel Hill* – Alcohol is thought to impair the ability to inhibit prepotent responses, leading to increased errors in decision-making. The present study examined whether alcohol would impair participants' ability to inhibit the activation and application of racial stereotypes. Forty-six men and women (ages 21-30 with no history of substance abuse or other major medical conditions) were randomly assigned to consume one of two doses of alcohol (0.40 g/kg or 0.80g/kg) or a placebo beverage (0.04 g/kg alcohol) prior to engaging in a "Go/No-go" stereotype-priming paradigm. In this paradigm, participants are to indicate as quickly as possible whether a series of words could accurately describe pictures of people varying by race and sex. On 25% of trials, a visual cue calling for no response (i.e., "No-go" trials) is presented along with the word. Response behavior (RT, incorrect inhibitions) and electrocortical activity were recorded. We predicted that participants in the alcohol groups would have more difficulty withholding responses on "No-go" trials, particularly those in which stereotype-related words were presented. Analyses of the number of responses to "No-go" trials revealed a complex interaction involving alcohol dose, target race, target sex, and word valence. Alcohol participants made more response activation errors overall, and in particular had more difficulty inhibiting responses to stereotype-inconsistent words, but this pattern differed according to target sex. Findings are discussed in terms of the impaired response inhibition model of alcohol effects.

**E50****RECALL OF VERBAL AND NONVERBAL CUES: EXPLORING A NEW DEFINITION OF INTERPERSONAL SENSITIVITY**

*Judith A. Hall<sup>1</sup>, Nora A. Murphy<sup>2</sup>; <sup>1</sup>Northeastern University, Boston, <sup>2</sup>University of Florida, Gainesville* – Interpersonal sensitivity is typically defined as the ability to interpret the meanings of interpersonal cues. However, inter-

personal sensitivity can also be defined in terms of noticing and/or recalling cues displayed by another person. We conducted 4 studies (N = 345) in which we defined interpersonal sensitivity as the ability to recall nonverbal and verbal behavior after viewing someone talking on a videotape. Across the 4 studies, we found the following: (1) both verbal and nonverbal recall showed retest reliability, but only verbal recall showed internal consistency; (2) women tended to be more accurate than men on nonverbal recall; (3) verbal and nonverbal recall were minimally related to each other; (4) forewarning participants about the recall task, or urging them to try especially hard on the recall task, did not affect accuracy; (5) taking the test a second time increased both verbal and nonverbal accuracy; (6) there was some evidence that participants could accurately estimate their recall accuracy, more so for verbal than nonverbal recall; (7) there was no relation between recall accuracy and accuracy on 4 tests of decoding the meanings of nonverbal cues; and (8) self-reported interest in others' behavior and emotions, and a general cognitive ability test, were both positively correlated with recall accuracy. It is proposed that recall of interpersonal behavior should be further developed as a novel and useful way to define and measure interpersonal sensitivity.

**E51****KNOWLEDGE ABOUT NONVERBAL BEHAVIOR PREDICTS INTELLIGENCE ASSESSMENT ACCURACY**

*Nora A. Murphy<sup>1</sup>, Judith A. Hall<sup>2</sup>, <sup>1</sup>University of Florida, Gainesville, <sup>2</sup>Northeastern University, Boston* – Person perception research suggests that accuracy contains both automatic and conscious processing. For instance, more knowledge about nonverbal behavior (via a paper and pencil task) was related to greater accuracy on interpersonal sensitivity tasks (Rosip & Hall, 2003). The current research extended such findings by examining explicit knowledge and its relevance to accurate intelligence assessments. Individuals can accurately detect intelligence of strangers at better than chance levels (Murphy, Hall, & Colvin, 2003) and the current research examined the relevance of explicit knowledge (i.e., conscious processing) to intelligence accuracy. An explicit knowledge measure was created by collecting all known research that correlated measured intelligence and nonverbal behavior(s). The correlation between measured intelligence and a given behavior was obtained. The explicit knowledge measure listed each nonverbal behavior (32 total) and Likert scales (1 to 9) rating the relevance of each behavior to intelligence. Participants (N = 68) completed the explicit knowledge measure and rated the intelligence of videotaped targets. The correlation between a participant's ratings and targets' measured intelligence scores represented intelligence assessment accuracy. Explicit knowledge scores were calculated by correlating the ratings of nonverbal behaviors with the collected effect sizes. Participants were better than chance at detecting targets' intelligence, as well as identifying nonverbal behaviors associated with measured intelligence. Accuracy was positively correlated with the ability to correctly identify nonverbal behaviors associated with measured intelligence. Results suggest that more knowledge about nonverbal cues and measured intelligence is associated with greater intelligence assessment accuracy.

**E52****WHAT DOES YOUR PASSWORD SAY ABOUT YOU? INDIVIDUAL DIFFERENCES IN PASSWORD SELECTION**

*K. Claire Yancey, Simine Vazire, Samuel D. Gosling; The University of Texas, Austin* – Passwords and usernames for email, online activities, and online commerce have become a ubiquitous feature of modern life. Several online merchants have conducted surveys indicating that many people choose passwords that reflect a central part of their identity. Our exploratory research searched for systematic rules in people's selection of passwords, and possible links to personality. 182 participants completed questionnaires identifying the basis of their usernames and passwords (e.g., number, date, pet's name). Participants also completed self-reports of personality. Results show that people base their passwords on a much broader range of sources than they do their usernames. In addition to describing the

common bases for usernames and passwords, our results illuminate some links between the Big Five personality traits and basis of password selection. For example, we found a positive relationship between Extraversion and basing passwords on nicknames, family, and friends. Implications for Internet security and the links between personality and everyday life are discussed.

**E53  
DOMAIN-SPECIFIC SELF-ESTEEMS AS DIFFERENTIAL PREDICTORS OF SELF-CONSCIOUS FEELINGS AMONG FRIENDS AND STRANGERS**

*Nicole Buttermore, Jenee James, Lee Kirkpatrick; College of William & Mary* – The present study examines the differential relationships of the self-conscious feelings of embarrassment, shame, guilt, and blushing propensity, and the situations that evoke them, to domain-specific measures of self-esteem. According to Kirkpatrick and Ellis (2001), within both cooperative domains (e.g. social inclusion) and competitive domains (e.g. dominance, mate value), numerous distinct self-esteem mechanisms function as sociometers, or gauges, that monitor the success of interpersonal interactions in that domain and guide adaptive responding. In this study, participants were asked to rate the degree to which they believed they would feel embarrassed, feel ashamed, feel guilty, and would blush, in each of a variety of hypothetical situations (adapted from previous measures of these constructs). We manipulated, as a between-subjects variable using random assignment, the social context of these situations as involving either close friends or casual acquaintances. Participants also completed a variety of old and newly developed measures of domain-specific self-esteem. Domain-specific self-esteems, especially status (as distinct from both dominance and prestige), were stronger predictors of self-conscious feelings than was global self-esteem. In addition, different domains of self-esteem were predictive of self-conscious feelings in the friends and strangers conditions.

**E54  
GENERAL MOTIVATIONS CAN IMPACT TEMPORAL DECAY OF ACCESSIBLE CONSTRUCTS**

*Per Henrik Hedberg, E. Tory Higgins; Columbia University* – It has long been known that constructs related to current needs or goals tend to be accessible. The present study shows that motivational variables can influence the temporal decay of knowledge accessibility even when there is no relation between the target construct and the content of the motivation, thereby going beyond semantic overlap. In a goal-completion paradigm, we chose regulatory-focus theory as the vehicle for an existence proof of such general impact of motivation on knowledge accessibility. Previous studies have shown that a Promotion focus produces a signal-detection risky bias whereas a Prevention focus produces a conservative bias. After goal-completion, a risky concern with hits (while minimizing misses) should impel a person to go on to other endeavors, whereas a conservative concern with correct rejections (while minimizing mistakes) should impel a person to stay with the present, certain endeavor. As goal-pursuit requires accessibility of relevant constructs, we hypothesized that regulatory focus should affect decay of knowledge accessibility after goal-completion. Specifically, in a Promotion focus, the accessibility of the goal-related target should decay fast in order to make room for other pursuits, whereas in a Prevention focus, there should be less decay so that the current goal-related target remains accessible. In a between-subjects design, lexical-decision tasks were administered at different temporal delays after goal-completion, so that decay curves could be determined. Independent DelayXPromotion ( $p=0.002$ ) and DelayXPrevention ( $p=0.006$ ) effects in the predicted directions supported the hypothesis that general motivational orientations can influence construct accessibility decay. The functional nature of accessibility is considered.

**E55  
INTERDEPENDENT SELF-CONSTRUALS AND HEALTH DECISIONS**

*Jennifer Welbourne; University of North Carolina at Charlotte* – Differences on the individualistic-collectivist dimension, and its corresponding self-construals (independent/interdependent), have been associated with differences in beliefs, motivations, and behaviors. The current project examined these constructs in relation to health-related issues. It was predicted that individuals with independent self-construals would focus on self-oriented reasons when making decisions about whether to engage in health-related behaviors; conversely, individuals with interdependent self-construals were predicted to focus more on relationship-oriented reasons when making decisions about whether to engage in healthy behaviors. A sample of 90 undergraduate smokers were recruited to complete a short personality survey (based on Singelis, 1994; Cross et al., 2000) to assess individualistic and interdependent orientations. Participants then rated the extent to which their decisions to start smoking, maintain smoking, and potentially quit smoking were based on factors related to important relationships (family, friends, significant other) and factors related to the self. In decisions to start smoking, higher levels of interdependence were associated with a greater tendency to rate opinions of friends as influential in that decision ( $r=.225, p<.05$ ). Interdependence was also correlated with rating friends ( $r=.245, p<.04$ ), significant others ( $r=.275, p<.02$ ), and family ( $r=.262, p<.02$ ) as factors in maintaining smoking, and rating “family” as a reason to quit smoking ( $r=.229, p<.05$ ). Levels of interdependence were not associated with self-oriented reasons at any of these levels of decision-making related to smoking. Additionally, independent construals were not related to any of these decision-making factors in smoking behavior.

**E56  
WHAT'S SELF-LOVE GOT TO DO WITH IT? THE ROLES OF SELF-ESTEEM AND GRANDIOSITY IN NARCISSISM AND REACTIONS TO POSITIVE AND NEGATIVE SOCIAL FEEDBACK.**

*Seth A. Rosenthal, Jill M. Hooley; Harvard University* – Are narcissists characterized by self-love or self-loathing? How do narcissism and self-esteem relate to reactions to positive and negative feedback? We explored these questions using both explicit and implicit (e.g., the IAT) self-esteem measures. We also used a newly-developed measure of grandiosity to determine whether narcissists' self-reported self-esteem truly represents healthy self-regard, or is better conceived of as an inflated sense of self. Measures were administered at baseline and again after bogus positive and negative social skills feedback. In a sample of 91 undergraduates, we showed that both high explicit self-esteem and low implicit self-esteem significantly predict narcissism (i.e., scores on the Narcissistic Personality Inventory). However, when a measure of grandiosity is included, grandiosity replaces high explicit self-esteem in predicting narcissism while low implicit self-esteem remains a significant predictor. Regarding the effects of social skills feedback, we found that narcissism is related to increases in both state self-esteem and grandiosity following positive feedback. Meanwhile, following negative feedback, decreases in state self-esteem are attenuated by higher explicit trait self-esteem, but are generally unrelated to narcissism. These findings support the theory that narcissists report a high level of self-regard, but exhibit low self-regard when it is measured covertly. Further, narcissists' high self-reported self-regard is better characterized as self-inflation rather than true high self-esteem. Finally, narcissists respond to positive feedback with both increased self-esteem and grandiosity, while following negative feedback, it is subjects who are already high in healthy self-esteem who are able to maintain their positive self-image.

E57

**THE IMPACT OF DYADIC RELATIONSHIPS ON HELP-SEEKING AND ACCEPTANCE OF HELP**

*Angelina Davis, Tom Tyler, Susan Andersen; New York University* – Research on helping behavior has primarily focused on the antecedents and consequences of providing help. However, little research has examined why people seek and accept help. This is surprising when we consider the important implications of these helping behaviors (i.e., seeking help in a life threatening emergency; accepting help during final exams). The goal of the current research is to investigate the factors that contribute to seeking and accepting help. The current research examined whether dyadic relationships directly influence and/or moderate individuals' tendencies to seek and accept help from significant others. Three factors were examined: 1) the dyadic relationships maintained (i.e., vertical relationships or relationships between individuals of distinct hierarchical status and horizontal relationships or relationships between individuals of similar hierarchical status), 2) the motivation leading to helping behaviors (i.e., social or relationship-oriented and instrumental or outcome based), and, 3) whether and to what extent helping-behaviors occurred (i.e., accepting and seeking help). Two cross-sectional studies and one panel study sampled approximately 3,000 participants in a variety of social contexts. Results indicate a strong direct effect for vertical and horizontal dyadic relationships on helping behavior. People appear more likely to seek and accept help from significant others. Findings further indicate a moderation effect: dyadic relationships motivate individuals to engage in helping behaviors for social and not instrumental reasons. These findings suggest that dyadic relationships can be recognized as a key component in the facilitation of help-seeking and acceptance of help as well as the category of motivation which ensues such behaviors.

E58

**FLYING UNDER THE RADAR: SELF-ESTEEM AND INDIRECT ROMANTIC RELATIONSHIP INITIATION STRATEGIES**

*Danu B. Anthony<sup>1</sup>, Jessica J. Cameron<sup>2</sup>, Joanne V. Wood<sup>1</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>University of Manitoba* – Little psychological research has systematically examined the tactics that people use to initiate romantic relationships, the varying success of different tactics or individual differences in tactic choice. Using an Internet-based longitudinal design, this study examined all of these issues. We predicted that the self-protectiveness that characterizes low self-esteem (LSE) people's social behaviour (Baumeister, Tice & Hutton, 1989) would lead them to prefer 'safer', more indirect initiation tactics than those used by high self-esteem (HSE) people (e.g. just trying to be near a romantic target versus asking him/her for a date). Results indicated that people who used more direct romantic relationship initiation tactics were more successful, whereas people who relied on indirect strategies were more unsuccessful. As predicted, self-esteem was a significant predictor of tactic choice, whereby LSE people relied heavily on safer, more indirect initiation strategies. However, these findings are more paramount for men, because men initiated approximately 90% of the relationships formed. LSE men were particularly likely to choose indirect initiation strategies and thus were more likely to have unsuccessful initiation experiences. However, despite preferring more objectively safe strategies, LSE men perceived their actions to be more risky and felt more anxiety when engaging in initiation attempts than did HSE men. Given that the onus of initiation falls on men, LSE men's reliance on indirect initiation tactics may make it particularly difficult for them to form romantic relationships, leaving them vulnerable to loneliness and social isolation.

E59

**AUTOMATIC BEHAVIOR FROM SOCIAL CATEGORY PRIMING AS PREPARATION TO INTERACT**

*Joseph Cesario<sup>1</sup>, Jason Plaks<sup>2</sup>, E. Tory Higgins<sup>1</sup>; <sup>1</sup>Columbia University, New York, <sup>2</sup>University of Washington, Seattle* – Two studies offer preliminary support for a new motivational account of social category priming effects on automatic social behavior.

We hypothesize that Ps' behavior following social category priming may be the result of Ps' preparing to interact with the primed category member, even when priming is subliminal. Whereas models based on the perception-behavior link explain automatic social behavior in terms of direct activation of stored traits/behaviors and ideomotor action, our account suggests such behavior is the effect of a strategic, functional preparation to interact with the target. Two predictions were tested that follow from this account but not from the perception-behavior link. In Study 1, a social category member was used whose stereotype would elicit opposite behavioral predictions by each account. Provoked Ps responded with more hostility following out-group "gay" male prime, compared to in-group "straight" male prime, despite the gay male stereotype being one of non-aggressiveness/weakness. In Study 2, we predicted that prior implicit (not explicit) attitudes toward members of a social category would predict behavior following activation of that category, since implicit attitudes toward a group imply how best to interact with their members. Implicit positive and negative attitudes toward elderly and youth were measured at Time 1. At Time 2 Ps were subliminally primed with images of either young or old persons. As positivity toward elderly increased, Ps' walking speed following the "elderly" prime decreased, but as negativity toward elderly increased, Ps' walking speed increased. The opposite pattern was found following the "youth" prime.

E60

**ATTACHMENT PROCESSES CONCEPTUALIZED AS A FUNCTION OF MATING ADAPTATIONS**

*Joshua Poore; UCLA* – This research examines how an evolutionary perspective on evolved mating adaptations may enhance our understanding of pair-bonding or attachment processes. In infant-caregiver relationships, attachment dynamics function to provide a safe haven, protecting infants from hazards. In romantic relationships, however, adults face different adaptive problems, including evaluating alternative mating opportunities, successful and timely conception, and resource provisioning. This study uses insights from evolutionary perspectives and attachment theory to reconcile discrepancies between these competing perspectives. I advance the hypothesis that individual differences in adult attachment styles are partially a product of relative mate-value-- perceived discrepancies between the self and one's mate in attractiveness to others. Data from two studies specifically designed to test this proposal are reported. First, a study of undergraduate couples (N=46) demonstrates that perceptions of the number of alternative mates available to one's partner predicts relationship-specific security ( $r=-.38, p<.01$ ) and anxiety ( $r = -.36, p<.05$ ). Individuals' perceptions of their own attractiveness relative to their partner predict relationship-specific attachment anxiety ( $r=-.34, p<.05$ ). Perceived mate-value discrepancy also predicts attachment anxiety in men ( $r=-.53, p<.01$ ). The hypotheses were tested in a second, large scale cross sectional study of individuals' perceptions of mate value discrepancies (N=100). These results are discussed in terms of how adult attachment dynamics may involve processes distinct from infant attachment system processes.

E61

**RESISTING GOOD NEWS: REACTIONS TO BREAST CANCER RISK INFORMATION**

*Kevin D. McCaul, Amanda J. Dillard; North Dakota State University, Fargo* – It is well known that people defend against negative feedback about themselves. However, on occasion, people also resist accepting positive feedback. Researchers have recently observed this phenomenon in the context of breast cancer risk perceptions. Specifically, several studies have found that women who overestimate their risk do not reduce their risk perceptions to the level of careful estimates provided by health professionals. We explored variables that might explain such risk perception persistence in two experiments with undergraduate women who estimated their lifetime risk of breast cancer at > 30%. In Study 1, we tested three possible explanations: women may a) hold onto their stated risk estimates because they are publicly commit-

ted, b) have individualized causal models that need “undoing,” or c) ignore risk feedback because it is discrepant with their self-view. Manipulations intended to test these different theoretical explanations failed to reduce risk perceptions below those expressed by women in a brief feedback, control condition. Study 2 tested two personality explanations for the persistence phenomenon: whether women who resisted feedback are a) dispositionally pessimistic, or b) low in “numeracy” (i.e., poor at understanding percentages). In addition, we tested a strategy based on social comparison processes. Pessimism and numeracy were unrelated to risk perception persistence ( $r_s < .14$ ). However, providing a downward comparison, “risk anchor,” produced significantly better risk acceptance compared to controls. Downward comparison anchors (i.e., presenting objective risk estimates for women who are “worse off”) might be useful for encouraging persons to adopt risk feedback.

### E62

**PERSONALITY AND THE ABILITY TO REPAIR SADNESS** Scott Hemenover<sup>1</sup>, Chris Barlett<sup>1</sup>, Tirza Shulman<sup>1</sup>, John Berger<sup>2</sup>; <sup>1</sup>Kansas State University, <sup>2</sup>Emporia State University – Numerous researchers have explored individual differences in perceived ability to repair negative affect (Catanzaro & Mearns, 1999), however few studies have examined individual differences in actual ability to repair affect or the impact of specific repair strategies. Prior work in our lab has revealed that distraction is more effective than reappraisal at repairing global negative affect, but only for emotionally stable participants. The current study extends our earlier work by examining the repair of sadness. Participants ( $N = 146$ ) completed a measure of personality, watched a video designed to induce sadness and reported their affect (T1). Participants then engaged (for 5 minutes) in a control activity in which they wrote down any thoughts they had, or in a distraction activity in which they wrote about happy autobiographical memories. Participants then again reported their affect (T2). Results reveal that as expected participants in the distraction condition reported a larger decrease ( $T2 - T1$ ) in negative affect ( $M = .96$ ) than did control ( $M = .70$ ) participants ( $p < .01$ ). In addition, after controlling for T1 affect neuroticism predicted negative affect change ( $T2 - T1$ ) in the distraction condition ( $r = .32$ ,  $p < .01$ ) with the most neurotic participants reporting the smallest decrease in negative affect. Results replicate and extend our past findings revealing that distraction is an effective strategy to repair sadness. Findings also reveal individual differences in repair ability, suggesting that emotionally stable (v. neurotic) participants are better able to utilize distraction to repair sadness.

### E63

**THEY DON'T "ALL LOOK THE SAME" WHEN YOU ARE FEELING GOOD: POSITIVE EMOTIONS REDUCE THE OWN-RACE BIAS IN FACIAL RECOGNITION** Kareem Johnson, Barbara Fredrickson; University of Michigan – The own-race bias (ORB) in face recognition refers the empirical finding that recognizing faces of a different race is impaired relative to recognizing faces of the same race. In two studies, the influence of induced emotional states (joy, fear, or a neutral state) on the ORB was investigated. In Study 1 participants were exposed to images of Japanese and White faces as part of a recognition test. Study 2 was identical to Study 1 with the substitution of Black and White faces as stimuli. It was hypothesized that positive emotions prior to encoding the facial stimuli would produce a reduction in the ORB. Results indicated a marked reduction in the ORB for the positive emotion condition relative to neutral for both Japanese and Black faces, however there was also a reduction in ORB for the Japanese (but not the Black) faces accompanying the fear induction. The results are interpreted along the lines of enhanced holistic encoding of other-race faces in positive emotional states. The influence of positive emotions on the use of more inclusive social categories is discussed.

### E64

**AUTONOMY AND COMPETENCE IN GERMAN AND U.S. UNIVERSITY STUDENTS: A COMPARATIVE STUDY BASED ON SELF-DETERMINATION THEORY** Layla R. Stanek<sup>1</sup>, Chantal Levesque<sup>1</sup>, Nicola Zuhlke<sup>2</sup>, Richard M. Ryan<sup>3</sup>; <sup>1</sup>Southwest Missouri State University, <sup>2</sup>University of Hamburg, <sup>3</sup>University of Rochester – According to Self-Determination Theory (SDT; Ryan & Deci, 2000), supports for autonomy and competence are essential for growth and well being in any learning environment. Educational contexts across cultures might differ in their relative support for these needs. We examined the meaning and functional significance of autonomy and competence in both German and U.S. university settings, as they were predicted to be different in terms of their relative emphasis on competence versus autonomy. U.S. students are typically faced with more requirements, evaluative pressures, and teacher-directed tasks than German students. In contrast, German students' learning is typically more self-directed. Consequently, we hypothesized that German students would feel more autonomous toward school but also less competent than U.S. students. We surveyed 1289 College students from 2 German and 2 American Universities. MACS analyses supported the construct comparability of the measures and demonstrated that German students felt significantly more autonomous and less competent than U.S. students. In addition, perceived pressures and informational feedback were modeled as antecedents of autonomy and competence, and well-being was examined as a consequence of need satisfaction. A more autonomy supportive school environment was associated with greater need satisfaction. In turn need satisfaction was associated with greater well being. This process model was supported across samples. Although the mean levels for autonomy and competence were different across cultures, the relationships between need satisfaction and motivational antecedents and outcomes were found to be equivalent across cultures, which supported Self-Determination Theory.

### E65

**INDIVIDUAL DIFFERENCES IN REPAIRING FEAR AND SADNESS** Tirza Shulman, Jodi Foura, Scott Hemenover; Kansas State University – Prior research has identified 12 strategies (e.g., reappraisal, distraction, venting) commonly used to repair negative affect (Parkinson and Totterdell, 1999), however few studies have explored individual differences in the use of these strategies. The current study addresses this issue by investigating individual differences in repair strategies for 2 emotions. Participants ( $N = 129$ ) completed a measure of personality, watched a video designed to induce sadness or fear, and reported how much they wanted to engage in each of the 12 repair strategies to ‘feel better right now’. Results reveal wide impacts of personality on strategy use that differed across the two emotion conditions. In the sad condition extraversion positively predicted numerous strategies all aimed at understanding and repairing the affect (e.g., social support, confrontation, reappraisal), and neuroticism predicted only 1 strategy, which was aimed at cathartic expulsion (venting). In the fear condition extraversion predicted only 1 strategy (act happy), and neuroticism predicted numerous strategies, all aimed at avoidance (e.g., disengagement, distraction). These results add to the extant affect regulation literature and suggest that the specific strategies used to repair negative affect depend on the interaction of personality and the nature of the emotion.

### E66

**SELF-MONITORING AND INSIGHT INTO FRIENDS' ATTITUDES** Stephen M. Smith, Angela K.E. Oliver; NGCSU – Little is known directly about persuasion among friends, as the vast majority of persuasion studies have involved communications between complete strangers. As a step toward understanding how the relationship between the source and target of a persuasive appeal -- and their knowledge of one another's attitudes -- impacts persuasion, we sought to test the intuitive notion that friends know each other's attitudes beyond chance levels, and further hypothesized that individuals high in self-monitoring would

be particularly likely to be accurate in guessing their friend's attitudes on a variety of topics. Participants were recruited from introductory psychology classes and asked to report in pairs. Approximately half of the sign-up sheets indicated that the pairs must be friends. Upon arrival, Ps were told that we were interested in personality and attitudes, and were asked to complete the Self-Monitoring Scale, among other measures. They were then asked to rate their latitudes of acceptance/rejection, as well as indicating which of several statements most closely matched their own attitude, for the following topics: abortion rights, legalization of marijuana, genetic cloning research, euthanasia rights, and legal rights for homosexual couples. Results indicated that friends were more accurate than strangers in guessing each other's attitudes for three of the attitude issues. This effect was only partially explained by the greater similarity observed between friends' opinions, and was qualified by an interaction with self-monitoring. As predicted, the tendency to be more accurate in estimating a friend's than a stranger's attitudes was exaggerated among high self-monitors.

#### E67

##### **SEX DIFFERENCES IN THEORY OF MIND ABILITIES: A ROLE FOR ESTROGEN?**

*M. Catherine DeSoto<sup>1</sup>, Alissa Renfrow<sup>1</sup>, David Geary<sup>2</sup>;  
<sup>1</sup>University of Northern Iowa, <sup>2</sup>University of Missouri – Theory of the Mind (ToM) is the ability to infer what other people are feeling and thinking based on observing them. On average, females tend to have slightly superior ToM abilities. ToM is often conceptualized as a module in the human mind, one that can be impaired, as in Asperger's syndrome, or totally absent, as in autism. Some theorists have even suggested that Autism and Asperger Syndrome may be extreme forms of the male brain (Baron-Cohen, 2002). If so, it may be that female sex hormones have some influence on ToM abilities. The current study investigated whether changes in the level of estrogen would improve women's ToM abilities. It was hypothesized that the extra estrogen from the use of estrogen-containing oral contraceptives would improve females' accuracy on the Test of the Eyes, created by Baron-Cohen (1997). Female undergraduates were administered the test two times (approximately one month apart). Females in the experimental group began taking oral contraceptives after the fourth week in the study and took the second ToM test within one week of commencing the use of OC. The central test was whether there was a difference in change that occurred between test session one and test session two for the two groups. There was no difference ( $t(43) = -.35$ ; n.s.). Although there are important limitations, these results provide no support for the hypothesis that estrogen is the driving force behind the sex difference in ToM.*

#### E68

##### **SOCIAL SUPPORT AND MATTERING: HOW CLOSELY LINKED?**

*Jennifer Feenstra; Northwestern College – Mattering, the belief that one is significant to others, and social support, the belief that support from others is available should it be needed, have been linked in previous work. The purpose of the present study was to further investigate the connection between the concepts and the relation of each concept to well-being in mothers of young children. In the present study 68 mothers of young children were surveyed about their sense of mattering, perceived support from friends and family, and well-being (including stress, depression, satisfaction with parenting and coping). As in previous studies on both mattering and social support each concept was linked to well-being. In Taylor and Turner's (2001) analysis, mattering predicted depression above and beyond social support, however, in the present study social support accounted for most of the variance predicted by mattering on all but one of the stress and outcome variables. Mattering predicted a significant proportion of the variance in global stress beyond that predicted by social support. These findings suggest that future studies including mattering should be sure to also assess social support and control for the effect of support in analyses. Further work is needed to assess how the concepts of mattering and social support differ, if in fact they do.*

The present study suggests a great deal of overlap between the two. Taylor, J. & Turner, R. J. (2001). A longitudinal study of the role and significance of mattering to others for depressive symptoms. *Journal of Health and Social Behavior*, 42, 310-325.

#### E69

##### **THE MODERATING EFFECT OF MINDFULNESS ON THE RELATION BETWEEN IMPLICIT MOTIVATION AND DAY-TO-DAY BEHAVIOR**

*Chantal Levesque<sup>1</sup>, Kirk W. Brown<sup>2</sup>, Layla Stanek<sup>1</sup>;  
<sup>1</sup>Southwest Missouri State University, <sup>2</sup>University of Rochester – Several authors have discussed the importance of conscious awareness in controlling the expression of implicit processes. Consciousness may serve to modify or override the behavioral manifestations of implicit processes, and the relative absence of such awareness promotes automatic behavioral responses (Bargh, 1997; Bargh & Barndollar, 1996; Westen, 1998). The present research was designed to examine the moderating effect of one form of awareness, namely mindfulness, on the relation between implicit motivation and day-to-day behavior. Mindfulness is a receptive attention to and awareness of inner states and behavior (Brown & Ryan, 2003). Using implicit autonomy orientation (automatically associating the self with choicefulness versus control) as a model motivational process, the central hypothesis of this research was that implicit autonomy orientation would manifest in day-to-day behavior only among individuals who were less mindful. Results of two studies using Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) and daily sampling methodologies supported this hypothesis. Implicit autonomy orientation positively predicted the relative autonomy of day-to-day behavior only in individuals low in dispositional mindfulness. In contrast, the day-to-day behavioral motivation of individuals high in mindfulness was unrelated to their implicit motivational orientation, suggesting that more mindful individuals were able to override the influence of this implicit tendency by consciously regulating their inner states or behavior. For those individuals, degree of autonomy in day-to-day behavior was comparatively high. These results suggest that mindfulness may serve to “de-automatize” motivated behavior.*

#### E70

##### **"BUT MY OTHER RELATIONSHIPS ARE FABULOUS": THE USE OF BELONGING ILLUSIONS AMONG SOCIALLY REJECTED INDIVIDUALS**

*Megan L. Knowles, Wendi L. Gardner; Northwestern University – Given the essential nature of belonging (Baumeister & Leary, 1995), individuals may alter their construals of the social world to buffer against rejection distress. Specifically, socially threatened individuals may construe themselves as a part of a positive, meaningful social whole regardless of their actual status. We conducted two studies to determine if such “belonging illusions” exist and under what situations they are evoked. In Study 1, we reminded participants of a past rejection, a past illness (negative control experience), or a walk to school (neutral control experience). Subsequently, we measured participants' perceptions of past group outcomes and attributions of those outcomes. Individuals in both control groups were more likely to show a self-enhancing bias by attributing group success to personal effort whereas rejected individuals were more likely to show belonging illusions by attributing group success to teamwork. In Study 2, we wanted to examine whether belonging illusions are specific to social threat and thus added a non-social, ego-threatening condition (academic failure). We found all ego-threatened individuals evoked belonging illusions as compared to controls, thus it was not specific to rejection. Resonating the importance of belonging for psychological well-being, these data suggest that individuals faced with ego threats utilize belonging illusions that enhance the meaningfulness of their group memberships rather than biases that serve to enhance the self as an individual.*

E71

**MANIFESTATION OF THE LINGUISTIC INTERGROUP BIAS UNDER THE MOTIVATION TO CONTROL PREJUDICE**

*Eden-Renee Pruitt, Janet B. Ruscher; Tulane University* – The linguistic intergroup bias (LIB) involves a linguistic pattern by which people describe the negative/stereotypic behaviors of outgroup members in an abstract fashion while describing positive/counter-stereotypic behavior in a concrete fashion. Investigators suggest that the LIB is not controllable, yet some studies show that under motivation to control prejudice (MTCP), participants alter other forms of unconscious prejudiced behavior. In the present study, participants' level of modern racism (MR) was assessed before they described pictures of African American males. These pictures were either stereotype-consistent or stereotype-irrelevant. In the high motivation to control prejudice condition (HM), non-African American participants described pictures to an African American confederate as opposed to a European-American confederate in the low motivation to control prejudice condition (LM). It was expected that under HM, the participants would not display the LIB and would speak in a less abstract manner. Further, the relation between abstraction and MR was expected to be strong and positive under LM, but attenuated under HM. Finally, this relation was expected to be most pronounced for stereotype-consistent behaviors. Although results indicate that although MTCP did predict abstraction, the direction was opposite to predictions. Additionally, differences in abstraction were more noticeable for negative than positive behaviors, but not for stereotype-consistency. Finally, MR failed to act as a predictor or moderator of any effect. A possible explanation for these results is that the confederates may not have been seen as "typical" African Americans because they were from middle-class backgrounds at a predominately middle class university.

E72

**THE IMPORTANCE OF KNOWING THE RULES: DIFFERENCES IN NEGOTIATION OUTCOMES AMONG COMPETITIVE, COOPERATIVE, AND MIXED DYADS**

*Julie McGuire, Mark Lepper, Lee Ross; Stanford University* – This study considered the effect of participant expectation on negotiation outcomes. It was predicted that negotiations between participants who were primed to be like-minded would have more successful outcomes (both in terms of resultant agreement and participant satisfaction), than those who approached the negotiation with differing but equally valid expectations for how to behave. Participants were randomly assigned to be either a competitor or a cooperater. Each underwent a priming manipulation by completing a word search in which 60% of the words related to the prime (either competition or cooperation). In some dyads, participants were exposed to the same prime, other dyads contained one participant primed to cooperate and one primed to compete. The dyads then engaged in a negotiation between employer and potential employee concerning the terms of an initial employment. The game requires negotiating eight issues; each assigned a different point value for each side. The game is not entirely zero-sum, so outcomes can be measured as "better" or "worse" (money "left on the table", or comparative maximization of results for both parties). After receiving instructions on their role, the participants completed a questionnaire about expectations for the negotiation, and then each dyad spent 15 minutes negotiating a resolution. Following the negotiation they completed another questionnaire assessing their perception of the negotiation, including how fair it was. Results show that incongruent dyads—those with one cooperative and one competitive member, were not as successful as congruent dyads—dyads with either two cooperators or two competitors.

E73

**BELIEF DISCONFIRMATION IN GROUPS: DISAGREEMENT, DISSONANCE AND DISCOMFORT**

*David Matz<sup>1</sup>, Wendy Wood<sup>2</sup>; <sup>1</sup>Augsburg College, <sup>2</sup>Texas A&M University* – A commonly reported finding in the dissonance literature is that dissonance is aroused when people

are exposed to attitudinally-inconsistent information. Such belief disconfirmation is assumed to create a psychological discomfort that motivates individuals to reconcile the inconsistency. Little direct evidence, however, demonstrates that exposure to information inconsistent with one's own beliefs leads to psychological discomfort and that reconciliation of the inconsistency reduces the discomfort. In Study 1, participants interacted in four-person discussion groups that were composed of a majority of three people who endorsed a common initial verdict in a legal case and a single minority individual whose initial verdict conflicted with the other three. This design allowed us to examine the production and resolution of inconsistency-based discomfort in ongoing group interaction. As predicted, the initial discomfort experienced due to attitudinal heterogeneity appeared to be resolved through group discussion, as groups reached agreement on the issue. A second study more directly addressed the notion that belief disconfirmation produces feelings of discomfort by varying the level of support for one's position within a discussion group. Members of four-person groups were led to believe that varying levels of agreement existed within their groups with regard to the verdict in a legal case. A negative linear relationship was found between the amount of support for one's own position and the amount of experienced discomfort. Taken together, these findings provide support for the notion that belief disconfirmation can produce feelings of psychological discomfort and that this discomfort can be relieved by reconciling the inconsistency.

E74

**PREDICTING DAILY BEHAVIOR FROM PERSONAL GOALS: IT'S NOT HOW IMPORTANT THE GOAL IS IT'S WHY YOU'RE PURSUING IT**

*Ryan Howell, Colleen Howell; University of California, Riverside* – Explicit motivation theorists assume that mid-level goal units are associated with daily behavioral choices. However, previous research linking goal importance with time in specific behaviors has found small relations (Howell & Ozer, 2003). The current project attempts to link goals with daily behaviors by proposing that those who have academic goals for autonomous (vs. controlled) reasons will spend more time in academic behaviors. To test this hypothesis, participants listed five currently important goals and coded them into specific goal categories. They rated each goal for why (autonomous vs. controlled) they were pursuing it and its importance. On five occasions, participants reported hourly activities from the previous day (retrospective diary) and the hours engaged in academic activities were summed. Academic goal importance was computed by averaging the importance rating for each academic goal. Academic motivation was calculated by subtracting the total controlled ratings from the total autonomous ratings and averaging for academic goals. We correlated academic goal importance with academic motivation and found no relation, demonstrating that goal importance can stem from either autonomous or controlled reasons. Goal importance was also not associated with time spent in academic activities. Correlating academic motivation with time in academic behaviors produced a large positive relation. Those pursuing academic goals for autonomous reasons spent more time in academic behaviors on all five days. Thus, we conclude that current goal importance is not sufficient to predict daily behavioral choice as the reason underlying the goal is the most influential behavioral impetus.

E75

**OUT WITH THE OLD, IN WITH THE NEW: LONGITUDINAL CHANGE IN SOCIAL NETWORKS DURING MIDDLE AGE**

*Rebecca Cate, Oliver John; University of California, Berkeley* – Socioemotional Selectivity Theory (SST) (Carstensen et al., 1999) predicts that as people age, they take the perspective that time is limited rather than expansive and narrow their social networks to reflect a corresponding shift in social goals from information-seeking to emotion regulation. This longitudinal study was designed to examine changes from ages 43 to 61 in the composition of and feelings about social networks in a cohort of middle-aged women who did not show the decrease in information seek-

ing found in previous cohorts. One possibility is that these women added new network members who met information-seeking goals and were just as satisfied with those new relationships as with their longstanding relationships. Confirming that hypothesis, a significantly greater proportion of newly added members met information-seeking goals than emotion-regulation goals, and relationships with them were just as satisfying. Participants also liked the new members as much and saw them as frequently as longstanding members. Supporting SST, the women reported feeling closer to their longstanding members, better understood by them, and ranked them of greater importance than their new members. However, the women did not want to be closer to new members, further supporting our hypothesis that they were continuing to add members they were satisfied with and liked, but who did not necessarily meet emotion-regulation goals. The findings from this study show the importance of studying SST longitudinally, and support the idea that middle age may be a time of prioritizing both emotion-regulation and information-seeking goals.

**E76**  
**WANT TO PLAY AGAIN? TESTOSTERONE, STATUS, AND CHOICE** *Pranjal Mehta, Robert Josephs; University of Texas, Austin* –

Past research has shown that high levels of endogenous testosterone (T) predict dominance, behavior intended to maintain or enhance high status. Not only does T measured at a single point in time predict dominant behaviors, but these dominant behaviors themselves, or changes in social status, also predict changes in T. T rises in winners and falls in losers after a competition. Thus, there seems to be a reciprocal relationship between T and dominance. The current study was designed to assess the relative strengths of the basal and reciprocal models to determine whether baseline T or changes in T best predict dominant behaviors. Same-sex pairs (N = 78) competed on the number tracking task (Schultheiss, Campbell, & McClelland, 1999) and provided saliva samples before and 15 minutes after the competition. Participants then decided whether or not they wanted to compete again against the same participant on the same task. Results from a binary logistic regression indicated that baseline T as well as changes in T predicted participants' choices. High levels of baseline T predicted choosing to play again, while lower levels of baseline T predicted choosing not to play again. In addition, increases in T in response to the competition predicted choosing to play again, while decreases in T predicted choosing not to play again. These results suggest that both the basal and reciprocal models are useful in understanding the effects of testosterone on dominance.

**E77**  
**THE EFFECTS OF TERRORIST ATTACKS OF SEPTEMBER 11TH ON GROUP IDENTIFICATION WITH USA** *Sophia Moskalenko<sup>1</sup>, Clark McCauley<sup>2</sup>, Paul Rozin<sup>1</sup>; <sup>1</sup>University of Pennsylvania, <sup>2</sup>Bryn Mawr College* –

A cross-sectional study surveyed 608 undergraduates 3 months before, 4 days after, and two years after the 9/11 Terrorist Attacks to investigate the impact of 9/11 on group identification. National identification was measured with a 15-item scale assessing affective feelings toward the United States, perceptions of similarity with other citizens, rejection of criticism of the country, and importance of U.S. status in the world. Results indicated that group identification was significantly higher when measured soon after the events of 9/11 than when measured before it, or two years later. In addition, the survey assessed the importance of various groups (ethnic, religious, family, country, and university) in students' lives. As with group identification, the importance of country was significantly higher soon after 9/11 than it had been either before it or two years later. A similar pattern was observed with the importance of university, where the importance of the university was significantly higher soon after 9/11 than either before or after. Ethnic group, religious group and family importance was not affected significantly by the events of September 11th. Discussion focuses on the impact of out-

group threat on ingroup cohesion, and on the hypothesized role of group identification as response to perceived loss of control.

**E78**  
**THE IMPACT OF VERBAL INHIBITION ON PERCEIVED SOCIAL SUPPORT IN UNACQUAINTED COUPLES: A MECHANISM FOR RELATIONSHIP SATISFACTION** *Katie L. Larsen; University of Texas at Austin* –

Verbal inhibition is a stable trait that refers to the speed in which people express their thoughts and feelings. Recent work by Swann, Rentfrow, and Gosling (in press) demonstrated that couples consisting of a verbally inhibited male and a verbally uninhibited female report lower levels of intimacy and satisfaction than other verbal inhibition combinations. This “man more inhibited” effect has been found in both married and dating couples. The present study sought to generalize this finding to unacquainted pairs and look at possible mechanisms behind the effect. Unacquainted male and female undergraduate pairs discussed a personal problem following the social support paradigm of Cutrona, Hessling, and Suhr (1997). After a 10 minute videotaped discussion, the “discloser” rated the “listener” on support provided as well as satisfaction with the interaction. Videotapes revealed that “man more inhibited” pairs had significantly longer breaks of silence during the interaction than pairs with similar inhibition levels or “woman more inhibited” pairs. Females in “man more inhibited” pairings reported receiving significantly less support from their partners after controlling for actual levels of support, and these females also reported liking their partner less than females in other inhibition combinations. It appears that females viewed rapid responding from a verbally uninhibited partner as supportive, and extremely verbally uninhibited females were dissatisfied with a verbally inhibited partner. While social support may be a mechanism driving the “man more inhibited” effect for females, a different mechanism must be responsible for the lower satisfaction reported by men in these pairs.

**E79**  
**STRATEGIC SELF-STEREOTYPING: A COMPETITIVE TEST OF SELF-ENHANCEMENT VERSUS SELF-JUSTIFICATION ACCOUNTS** *Melissa Burkley, Hart Blanton; The University of North Carolina, Chapel Hill* –

Two opposing accounts of self-stereotyping have been proposed in the literature: self-justification and self-enhancement. Self-justification assumes that self-stereotyping is a defensive process that functions to reduce threat. As a result, self-stereotyping should increase as group status decreases. Self-enhancement assumes that self-stereotyping is a positive illusion that functions to raise self-esteem and maintain well-being. As a result, self-stereotyping should increase as group status increases. Two studies tested these competing views. Study 1 used a minimal group (dot estimation) and Study 2 used a naturalistic group (university affiliation). Both studies showed that self-stereotyping increased when group membership was associated with high status (and not low status). These effects were moderated by group importance (Study 1) and personal choice (Study 2). Both interaction patterns were consistent with a self-enhancement account of self-stereotyping. Results thus suggest that people strategically self-stereotype to align themselves with desirable groups and to avoid association with undesirable groups. This argues against a number of contemporary theories that portray self-stereotyping as a defensive response to diminished group status.

**E80**  
**THE EFFECTS OF EXPECTATIONS ON POWER: INFORMATION OR INFORMATIONAL ADVANTAGE?** *Austin S. Baldwin<sup>1</sup>, Mark Snyder<sup>1</sup>, Marc T. Kiviniemi<sup>2</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Nebraska, Lincoln* –

One source of power in social interactions is expectations; for example, people provided with an expectation about an interaction partner perceive a greater sense of power than people not given any information (Baldwin, Snyder, & Kiviniemi, 2002). The present study examined whether people need to believe they have an informational advantage over another person (e.g., having an expectation when their

partner does not) or if simply having information about that person (e.g., having an expectation even if their partner has one too) is sufficient to create a sense of power. Participants (N=106) were randomly assigned to receive information about an interaction partner or not. Those receiving information were led to expect an interaction with either an extravert or an introvert. Moreover, they were told that their interaction partner would also receive information about them or that they would be the only one to receive information. In anticipation of their interaction, participants completed measures of interpersonal power based on French and Raven's (1959) taxonomy of power. Participants who believed they were the only one receiving information (i.e., informational advantage) perceived greater power than those who believed their partners were also receiving information ( $p < .05$ ). Moreover, participants who were told their partners were receiving information did not significantly differ in perceptions of power from those not given information ( $p = .12$ ). Additionally, participants who expected to interact with an introvert perceived greater power than those expecting to interact with an extravert ( $p < .05$ ). Implications for understanding the dynamics of power in social interactions will be discussed.

### E81

**THE MODERATING EFFECTS OF ACTIVATED LONG-TERM GOALS ON THE RELATIONS BETWEEN THE STRENGTH OF SELF-EFFICACY AND PERFORMANCE** *Sunyoung Oh, Daniel Cervone, Tae-Ho Ham; University of Illinois at Chicago* – Much research documents the role of self-efficacy appraisals in mediating the motivational effects of social influences (Bandura & Locke, 2003). However, relatively little research has examined factors that moderate relations between the strength of self-efficacy and behavior. There are two possible moderating influences. When attempting activities that they view as important to attaining valuable long-term goals, individuals with a low sense of self-efficacy may experience anxiety that interferes with performance, whereas people with a relatively high sense of self-efficacy may experience no such interference. When working on tasks that are not meaningful to long-term aims, a low sense of self-efficacy would not be expected to produce performance anxiety, but very high self-efficacy perceptions may foster intrinsic interest (Bandura & Schunk, 1981). This suggests that within different groups that, on average, have very low and very high efficacy appraisals respectively, variations within the former group should predict performance on highly meaningful activities, whereas variations within the latter group should predict performance on tasks that are not meaningful to long-term goals. In this research, both self-efficacy levels (via an anchoring manipulation; Cervone & Peake, 1986) and the perceived meaningfulness of tasks (by priming participants' long-term goals) were manipulated experimentally. The manipulations strongly moderated relations between self-efficacy appraisals and performance, with strong ( $r = .55$  and  $.75$ ) efficacy–behavior correlations in low efficacy / high meaningfulness and high efficacy / low meaningfulness conditions but nonsignificant correlations in the other groups.

### E82

**EMERGENT LEADERSHIP IN GROUPS: A BEHAVIORAL ANALYSIS** *Clinton Davis-Stober, Holly Arrow; University of Oregon* – When groups perform tasks requiring the integration of multiple perspectives, superior performance is more likely when members have prior experience working together and when multiple members actively collaborate on the group product (Cummings, Schlosser, & Arrow, 1996). We predicted that for such tasks, socioemotional behaviors such as encouraging other members to share ideas would be strongly associated with emergent leadership and performance. Small groups of previously acquainted students generated ideas for improving the campus climate for diversity, and were asked to develop their best idea into a written recommendation. After completing the task, participants rated each member on a variety of behaviors and on leadership. Written recommendations were scored for integrative complexity (Tetlock, 1983). In line with pre-

vious research, dominating the conversation was the strongest predictor of emergent leadership. Factor analysis yielded two categories of “task” and “socioemotional” behaviors. Contrary to expectations, task behaviors were stronger predictors of leadership than socioemotional behaviors. Encouraging contributions from other members showed a complex relationship with leadership, with quadratic and positive linear components. A single outlier was primarily responsible for the linear relation. Low encouragement was associated with both low and high leadership; high encouragement was associated with a moderate leadership score. The outlier, who scored high on both task and socioemotional behaviors, led the only group whose product had a moderate integrative complexity score. All other groups scored at the lowest level. This supports leadership grid theory (Blake & Canse, 1991).

### E83

**FACTORS INFLUENCING JUROR DECISION MAKING: EXAMINING PRIMACY/RECENCY EFFECTS & NEED FOR COGNITION** *Karene Saad<sup>1,2</sup>, Steven Smith<sup>1</sup>, Michelle Fitzsimmons<sup>1</sup>; <sup>1</sup>Saint Mary's University, <sup>2</sup>University of Ottawa* – Two studies were conducted to examine influences on juror's decision-making in simulated jury trials. The order of presentation was varied in an attempt to find a primacy and/or recency effect. Of primary importance was the assessment of each juror's need for cognition in order to identify individual differences that may underlie the observed effects of order of presentation. Results of Experiment 1 (N = 224) revealed the strength of the prosecution arguments had a significant influence on juror's decision when deciding a verdict,  $z = 13.32$ ,  $p < .001$ . Individual's low in need for cognition were more prone to an order effect, while individuals high in need for cognition based their decision on the strength of the arguments presented rather than the order of presentation. Results of logistic regression indicated the four main predictors (presentation order, need for cognition, strength of prosecution's and defense's arguments) were statistically significant in predicting the verdict,  $\chi^2(4, 224) = 18.00$ ,  $p < .001$ . Results for Experiment 2 (N = 288) revealed that need for cognition had a significant influence on juror's decision-making,  $z = 3.93$ ,  $p < .05$ , as well as, strength of the arguments,  $z = 20.11$ ,  $p < .001$ . Overall, the model with the main predictors (presentation order, need for cognition, strength of prosecution and defense's arguments and complexity of expert testimony for the prosecution and defense) was statistically significant in predicting the verdict,  $\chi^2(5, 288) = 28.84$ ,  $p < .001$ . Theoretical and practical implications of these findings will be discussed.

### E84

**TOO MUCH EMOTION OR TOO LITTLE? MODELING THE RELATIONSHIP BETWEEN ALEXITHYMIA, NEGATIVE AFFECT, AND VERBAL EXPRESSIVITY** *Tal Yarkoni<sup>1</sup>, John Zelenski<sup>2</sup>; <sup>1</sup>Washington University, St. Louis, <sup>2</sup>Carleton University* – The 20-item Toronto Alexithymia Scale (TAS-20; Bagby, Taylor & Parker, 1994) purports to measure a dimension of personality characterized by difficulty identifying and describing feelings. However, a number of studies have raised questions about the construct validity of the instrument. Contrary to the original conceptualization of alexithymia, the TAS-20 has been found to correlate positively with negative affect, and exhibits little or no correlation with objectively scored measures of verbal emotional expressivity. In the present study, we sought to clarify the relationship between these factors. Participants ( $n = 65$ ) were administered self-report measures of trait negative affect, anxiety, and alexithymia (TAS-20), following which they viewed a counterbalanced series of affective pictures. After each picture, participants provided a list of emotion words that described the way they felt in response to the picture. As expected, TAS-20 score correlated positively with trait negative affect. Moreover, results indicated that TAS-20 scores also correlated positively with number of negative emotion words used, a correlation that remained after controlling for negative affect. We conclude that a) contrary to their self-report, alexithymics may actually perform at normal or superior levels on certain emotion tasks, and b)



negative affect and verbal emotional ability contribute independently to TAS-20 variance. Overall, results support the notion that the alexithymia construct may require revision.

**E85****NOT ALL CONTRAST EFFECTS ARE CREATED EQUAL: THE EFFECT OF CONTEXT ORDER ON TARGET ATTITUDE CERTAINTY AND BEHAVIORAL INTENT**

*Derek Rucker, Richard Petty, Richard Shakarchi; Ohio State University* – Research has shown that individuals' attitudes toward an individual can vary as a function of the surrounding context. For example, a person might have a more positive attitude toward an individual following exposure to an extremely negative individual but a more negative attitude following exposure to an extremely positive individual (contrast effect). Research has also demonstrated, in the case of extreme contexts, that attitudes are identical regardless of whether the same context is presented before or after the target (Stapel, Koomen, van der Pligt, 1997). However, past research has not tested the proposition that attitudes might differ in ways other than valence as a function of context placement. The present research examines potential consequences of context placement on attitude certainty and influence on behavior. In this experiment, participants received ambiguous information about a target individual in the context of two individuals who were either extremely positive or extremely negative. The order of the context was manipulated such that the context either preceded or followed the target. Only a main effect of context emerged on attitudes such that evaluations of the target were more positive when the context was negative compared to positive. However, a main effect also emerged for certainty. Specifically, participants' certainty in their attitudes was greatest when the context preceded the target. Furthermore, attitudes were better predictors of behavioral intentions when the context preceded the target. Thus, contrast effects that appear similar in valence may differ in strength and consequences.

**E86****COMPLEXITY OF THE MIND: THE RELATION BETWEEN SELF AND EMOTIONAL COMPLEXITY**

*Kristen Lindquist, Tamlin Conner, Lisa Feldman Barrett, Michele Tugade, Alexandra Zubkowitz; Boston College* – Research has demonstrated that people vary in the extent to which their self-representations are complex and differentiated (Linville, 1985; Showers, 1992, 2000). Increased complexity appears to buffer individuals from the negative consequences associated with life's daily stressors. Our research investigated whether self-complexity is associated with greater "emotional complexity" – that is, the tendency to have more complex representations of emotional experience, because such complexity itself confers benefits for coping with stress. Using a combination of laboratory and experience-sampling procedures ( $N = 75$ ), we measured both self- and emotion-complexity. Self-complexity was measured using the standard card sort task (Linville, 1985). Emotional complexity was measured in two ways. First, we adapted the card sort task so that participants sorted emotion words into categories that represented aspects of their emotional lives. Second, we obtained idiographic measures of positive and negative emotional complexity (also called "granularity") from self-reports of emotional experience collected during experience sampling. Results showed that self-complexity was related to emotional complexity as measured by both the emotional card sort ( $r = .30, p < .01$ ) and from experience-sampling (positive complexity  $r = .38, p < .01$ ; negative complexity  $r = .21, p < .05$ , one-tailed). Thus, our results suggest that people with high self-complexity may also have more complex knowledge about their emotional lives that in turn helps them to navigate effectively through life. Implications for complexity as a general quality of the mind are discussed.

**E87****CARING AND CARRYING: MORAL AND SOCIAL CONSTRAINTS ON ACTION**

*Bert Hodges<sup>1</sup>, Oliver Lindhiem<sup>2</sup>; <sup>1</sup>Gordon College, <sup>2</sup>University of Delaware* – Taylor (2002) has argued humans have a deep-rooted concern for others revealed in activities of tending and caring. However, psychologists know little of what caring entails, particularly at the level of specific actions. We have conducted a series of studies on carrying, a seldom studied, but common action. Is caring revealed in carrying? Are physical dynamics altered by the social and moral worth of what is being carried? In Exp. 1 parents were filmed while they were carrying their child or a bag of groceries of equal weight across a series of steps of differing heights separated by gaps. Parents were fitted with reflectors attached to the shoulder, hip, knee, and ankle joints so that it was possible to present videotapes of them as point-light walkers. The object being carried was not visible. Point-light walkers carrying a child were rated ( $N=25$ ) as significantly more careful ( $M=3.8$  on a 6-pt. scale) than those carrying groceries ( $M=3.3$ ). In Exp. 2 we asked parents ( $N=18$ ) to hold either their child, a bag of groceries, or an empty bag, look at an adjustable platform 1m. in front of them, and judge the maximum height that they could climb in a single step (MSH). Then actual MSH with each item was determined. Parents underestimated ( $p < .01$ ) MSH when holding their child, stepping as high as they did with the equally weighted groceries. Judgment, but not action, was cautious, but in the safe context provided by the experiment.

**E88****TOWARDS A COMPREHENSIVE PERSONALITY-BASED SITUATION TAXONOMY**

*Gerard Saucier, Tarik Bel-Bahar; University of Oregon* – Personality science needs a well-defined taxonomy of situations to complement well-developed models of personality (Funder, 2001). The purpose of this study was to examine the structure of trait-relevant situations. Participants ( $N=77$ ) generated written descriptions of situations in response to each of 50 personality trait adjectives derived from a set of 500 familiar person descriptors (Saucier, 1997). Study 1 determined 32 categories of situations. Content analysis showed that the most frequently mentioned situations involved the broad categories of subjective states (happy), locations (at home), interpersonal associations (with my family), or general behaviors (sleeping, shopping). Study 2 reduced the situations to 16 categories, of which only nine had high inter-rater agreement ( $N=7$ ). Agreement indices were highest for easily-observable situations dealing with sleep, dress, or finance; and more modest for situations dealing with subjective emotion or thought. These findings suggest that a situation taxonomy must contain a mix of subjective and consensual information before it can be integrated with the trait psychological perspective.

**E89****DOES EXPRESSIVE WRITING BENEFIT HEALTH BECAUSE IT GIVES A SENSE OF CLOSURE?**

*Karen Naufel, Denise Beike; University of Arkansas, Fayetteville* – Emotionally expressive writing about a traumatic life event leads to later health benefits, relative to writing objectively or about trivial topics (Pennebaker & Beall, 1986). One psychological mechanism posited for this effect is gaining a sense of closure (Pennebaker, 1997). Other forms of writing lead to health benefits (King & Miner, 2000), so closure may be the common causal factor. We hypothesized that a sense of closure rather than expressive writing would cause health benefits. A replication and extension of Pennebaker and Beall (1986) was conducted. Forty-nine participants were randomly assigned to write about a traumatic life event in an emotionally expressive way, or an unemotional and objective way, or to a control condition. Half of those in each traumatic life event condition were asked to write about an event they considered open ("unfinished business"), and half to write about an event they considered closed ("a closed book"). Participants wrote for four twenty-minute laboratory sessions. Closure was measured before and after the sessions, and health was measured at the

conclusion of the semester. For events considered open, emotionally expressive writing led to greater closure than objective writing, and better health than the control condition. For events considered closed, objective writing led to greater closure and better health. Consistent with the hypothesis, additional analyses suggested that closure mediated the health effects. Researchers studying expressive writing should consider the nature of the event chosen as well as the style of writing. Further research on the origins of psychological closure is also needed.

#### E90

**FACING STEREOTYPE THREAT: DIFFERENTIAL PROCESSING OF STEREOTYPES BY TRADITIONAL AND NONTRADITIONAL CAREER WOMEN** *Cherie Werhun, Jonathan Freedman; University of Toronto* – Stereotype threat theory (STT; Steele, 1995) argues that women are underrepresented in quantitative careers because of consistent experiences of stereotype threat (fear of confirmation of the stereotype of one's social group) within quantitative subject areas. Thus, STT describes stereotypical women who, after repeated exposure to threatening information, disidentify. However, there are women who pursue quantitative roles, facing stereotypic threatening information. This paper compares the performances of nontraditional and traditional career women in the face of ST, with the goal of demonstrating paradoxical effects of ST on individuals of the stigmatized group who are most invested in the domain. It is argued that nontraditional women represent a unique subset within women as they are highly invested in quantitative abilities, will show stereotype threat effects- even larger than traditional women, but yet pursue on, and do not disidentify with the domain as traditional women do. In a 2 x 3 (trad/nontrad) x (threat/no info/no gender differences) between subjects design, 60 undergraduate women selected by occupational interest completed a mathematics test. Participants also completed pre-performance stereotype activation measures, pre-performance expectation measures, and post-test career interest measures. Results demonstrated traditionality by condition effects in terms of performance. Further, significant traditionality by condition effects surfaced in pre-performance expectations with nontraditional women predicting lowest scores in threat conditions, compared to traditional women. Models of regression demonstrated effects of these cognitions on performance and post-performance interests. Implications for stigma coping theory (Crocker & Major, 1989) and within-group subject focus in stereotype threat theory are discussed.

#### E91

**THE LESSER OF TWO EVILS: NEGATIVE MESSAGES AND DEHUMANIZING MESSAGES ABOUT AFRICAN AMERICANS** *Rebecca Stotzer, Margaret Shih; University of Michigan* – Theories of prejudice have suggested that dehumanizing messages that remove the target from the realm of 'human' and instead place them in the realm of animals or demons are more damaging than other types of negative messages. This idea has been used to justify the actions of citizens in Nazi Germany who did not act to save their Jewish neighbors, and white Southerners in the United States who maintained the institution of slavery. This research sought to test whether dehumanizing messages contained within recommendation letters were more damaging than nearly identical negative images for a Black target applying for a Resident Assistant position at their university, and whether or not perceptions of the target would generalize to Blacks. Results show that dehumanizing messages were in fact more damaging to the applicant than either the negative message or the control condition on measures of 1) whether or not the participants would have hired the applicant, 2) predictions of whether students would like having the individual as a resident assistant, and 3) whether other resident assistants would enjoy working with this applicant. We found no differences in funding allocated to Black students groups, participants' level of acceptance of violence committed against a Black target, or evaluations of interracial relationships. This suggests that dehumanizing messages can have direct consequences for the target of the dehu-

manizing messages, but that further research needs to untangle the complex association between dehumanizing messages and generalization to the target's social category.

#### E92

**ASSESSING THE ASSOCIATION BETWEEN RACE AND SOCIAL CLASS** *Matthew Weeks; Centenary College of Louisiana* – Volumes of research have investigated issues of racial stereotyping and prejudice. However, the apparent confound between race and social class has not been well represented in this research. That is, with blacks overrepresented in lower socioeconomic classes and whites overrepresented in middle and higher socioeconomic classes, implicit expectations and associations could influence the investigation of race-related phenomena. The present study was an empirical investigation of these relationships. Participants completed a priming procedure in conjunction with a dot probe task. Three categories of primes were 1) lower-class (e.g., "Poor"), 2) upper-class ("Rich"), and 3) neutral ("Grass"). Immediately following the prime, participants were presented head-and-shoulder photographs of a White and a Black target positioned on either side of the screen. When the photographs were removed, a dot appeared and the respondent was to indicate as quickly as possible (via a key press) the location of the dot. Faster response latencies when the dot is behind one type of target rather than another demonstrates attentional bias. Results showed attentional bias toward the Black target following lower-class primes. Specifically, when the dot was behind the Black target, responses were significantly faster following lower-class primes than either upper-class or neutral primes. In addition, responses following upper-class primes were significantly slower than those following neutral primes, suggesting an inhibition effect. These findings suggest important associations between Black targets and class-related constructs.

#### E93

**SELF-ESTEEM AND PERSISTENCE: WHEN THE GOING GETS TOUGH, THOSE WITH LOW SELF-ESTEEM GET GOING** *Kristin Stecher, Jonathon Brown; University of Washington* – Although past research has found that low self-esteem people persist longer at tasks than do high self-esteem people, it is unclear whether this is due to self-esteem or more task-specific expectancies. Two studies were conducted to address this issue. In Study 1, participants' self-esteem was measured by the Rosenberg scale and self-evaluations were measured by asking participants to predict their performance on an upcoming verbal task. The task was then administered and persistence was measured. Self-esteem had no effect among participants with high expectancies of success, but among those with low expectancies of success, low self-esteem people persisted longer than did high self-esteem people. Study 2 produced similar findings using an experimental design. On the basis of a pretest, some participants were led to believe they would do well at the task and some were led to believe they would do poorly. As in Study 1, self-esteem had no effect among participants who expected to succeed, but low self-esteem participants with negative expectancies persisted longer than did high self-esteem participants with negative expectancies. We speculate that this occurs because low self-esteem are particularly afraid of failure and work hard to avoid it.

#### E94

**CONSUMER DECISION AND PRODUCT EVALUATION: INTERACTION BETWEEN THE SELF AND THE CONTEXT** *Shui-fun Fiona Chan<sup>1</sup>, Chi-yue Chiu<sup>2</sup>, Yin-kwan Chan<sup>1</sup>, Patrick Pak-tik Chow<sup>1</sup>*; <sup>1</sup>University of Hong Kong, <sup>2</sup>University of Illinois at Urbana-Champaign – This paper investigates consumer decision-making and product evaluation processes among Hongkong university students, and delineates how consumer behavior can be modified by mood, context, culture and self-regulatory motivation. Predictions are that mood interacts with culture and context to influence information processing – presence of peers (context) activates conception of student culture, and subsequently mitigates the effect of mood on information processing among students (carrier of

culture), as explicated in the Culture-Context-Carrier model (Chiu & Chen, 2003). Diary method was used to record university students' spending, mood and context at the time of purchases. Besides, students were invited to an experiment, either alone or with a friend, to evaluate products on consumption attributes. Findings confirm that positive mood facilitates heuristic processing (rating brand and trend as important attributes), and negative mood systemic and multi-attribute processing (endorsing both functional and heuristic attributes during evaluation). Moreover, results show that having a friend around is sufficient to help sad students counteract and uplift bad mood, leaving time for further information processing. However, sad and alone students tend to use quick consumption decision as mood repair mechanism. Furthermore, consumption attributes (being trendy and brand-conscious) endorsed by sad students with friends, correspond with attributes deemed important to general university students, indicating that these attributes may form the core of university student identity. Once this identity is primed and activated by the presence of peers and negative mood, students are motivated to regulate their behavior to appear norm-appropriate, so as to enhance social image and strengthen student identity.

**E95****THE RELATIONSHIP BETWEEN HUMANITARIAN/EGALITARIAN VALUES, SOCIAL DOMINANCE ORIENTATION, AND HELPING BEHAVIOR**

*Lauri Hyers, Sara Ale; University of Tennessee at Chattanooga* – The reciprocal relationship between helping behavior and the opposing value orientations of humanitarianism/egalitarianism and social dominance are explored. First, using a correlational methodology, the relationship between these two value orientations and likelihood of helping in various scenarios is examined. Next, using an experimental methodology, one of the two value orientations is primed, and helping likelihood is tested. Results show the predicted correlational relationship, with helping likelihood being positively related to humanitarian/egalitarian values and negatively related to social dominance orientation. A significant interaction for the priming manipulation revealed that priming humanitarian/egalitarian values increased helping likelihood, but only for those who were high in this value. For those low in this value, helping likelihood actually decreased following the prime. Results are discussed with regard to the importance of considering audience values for programs designed to promote community altruism (e.g. community policing programs, community building).

**E96****DEMOGRAPHIC CORRELATES OF IMPLICIT AND EXPLICIT RACIAL BIAS**

*John P. McCauley, Anthony G. Greenwald; University of Washington* – The presence of African-Americans in a locale might influence the extent to which Whites of the same population demonstrate racial bias. This most general of 'contact hypotheses' was evaluated by comparing the aggregate implicit and explicit racial bias of communities to the demographics of those communities. Racial attitude data were collected via an Internet web-site, and the final data set consisted of more than 60,000 White participants. The data were first analyzed qualitatively by mapping implicit and explicit racial bias against national racial demography. This mapping indicates that Whites' implicit and explicit bias against Blacks is most uniformly strong in areas of the Southeast US where African-Americans make up a large segment of the population. Overall, there is a positive and statistically significant correlation between the percentage of Blacks in an area (PB) and the implicit ( $r=.195$ ) and explicit ( $r=.274$ ) racial bias of White respondents in that area. Education moderates this relationship for explicit but not implicit bias: As a larger percentage of a population attains a college degree, PB shows less relation to explicit bias. Per capita income also moderates the relation between PB and explicit but not implicit racial bias: As a community attains a higher per capita income, the relationship between PB and explicit bias weakens. Assuming that there is likely more contact between

Whites and Blacks in areas where Blacks make up a larger percentage of the population, results are consistent with previous findings that interracial contact is not by itself sufficient to reduce prejudice.

**E97****MUSICAL MOOD INDUCTION AND ITS EFFECTS ON LIE DETECTION ACCURACY**

*David Oberleitner, Amber McLarney-Vesotski, Frank Bernieri, Brad Okdie; University of Toledo* – It is argued that everyday background music in our environment may be having effects on individuals that they are often unaware of. Studies have shown that induced mood states can influence, either positively or negatively, a person's interpersonal sensitivity (Ambady & Gray, 2002; Bless, Bohner, Schwarz, & Strack, 1990). People in a negative mood state are typically better at interpersonal judgments, where as people in a positive mood state are often less accurate. Music has been used as a stimulus to induce a person into a new mood state (Albersnagel, 1988; Clarke, 1983; Martin, 1990). In the present study, we examined the mood effects of music, and its effect on lie detection. Three mood induction conditions were run: (a) no music, (b) negative mood music, (c) positive mood music. Deception detection accuracy was measured using a 20-item judgment task where each participant ( $n=105$ ) judged whether the person in the video was making a truth or a lie statement. The mean accuracy was 10.72 (54%). It was expected that those in the negative mood induction group would be the most accurate, with the positive group being the least accurate. This prediction was verified using a linear contrast analysis,  $t(101) = 2.36, p < .05$ . The mean accuracy for the positive induction group was 10.03 (50%) and the negative group was 11.27 (56%). These data revealed that music can be used to induce a mood state that can alter the accuracy of a person's perception of others.

**E98****RISING TO THE OCCASION AND LETTING GO: THE DEVELOPMENT OF A PERSONAL GROWTH SCALE**

*Jefferson Singer<sup>1</sup>, Laura King<sup>2</sup>, Melanie Green<sup>3</sup>, Blerim Rexhaj<sup>1</sup>; <sup>1</sup>Connecticut College, <sup>2</sup>University of Missouri-Columbia, <sup>3</sup>University of Pennsylvania* – Singer, King, Green, & Barr (2002) studied the link between narratives of "rising to the occasion" and self-understanding and personal growth. The current study sought to develop a scale of how much individuals connect rising to the occasion to personal growth. It also introduced a second dimension of personal growth - "letting go" or receptivity to the world around one. We administered a 20-item Personal Growth Scale (PGS) to 896 undergraduates in a personality battery. The PGS had 5-item subscales of rising to the occasion (RTO), relationship (REL), ritual and community (COM), and reflection (REF); the latter three captured "Letting Go." Principal components factor analysis with a varimax rotation yielded 14 items, loading .4 or better on one and only factor, and accounting for 58% of cumulative variance. All 5 a priori items were retained on the RTO factor ( $\alpha=.82$ ); 4 on the COM factor (.63), 3 on the REL factor (.66), and 2 on the REF factor (.49). The subscales were moderately correlated with each other; the total scale alpha was .67. RTO correlated strongly with a measure of action orientation. RTO and COM also correlated with self-esteem and satisfaction with life, while REF correlated negatively with these measures. COM and REF were related in opposite directions to measures that tapped attitudes toward women and attitudes toward gays and lesbians. The RTO subscale showed strong reliability and validity. Our goals are to increase reliability of the Letting Go scales and to test the PGS on a non-western sample.

**E99****SELLING MEANING: THE USE OF AGENTIC AND COMMUNAL APPEALS IN ADVERTISEMENTS**

*Laura Kirby, Jefferson Singer; Connecticut College* – This study examined how advertising connects products to an individual sense of identity and how the manipulation of meaning associated with a product may influence how potential consumers value the product. Given the increasing interest in agency and communion as two fundamental themes of personality, we wondered if we

could demonstrate how a neutral product (bottled water) could be linked to these two motives in order to influence consumer preference. We administered the agency/communion scale based on the Extended Personal Attributes Questionnaire (EPAQ) to 108 undergraduates. Participants were then divided into four equal groups, based on levels of agency and communion. They then received an advertisement for a fictional bottled water, that was identical in graphics and word length, but differed in agentic or communal appeal. Manipulation checks revealed that participants reliably ascribed agentic and communal qualities to the bottled water dependent on the respective agentic or communal condition. A 2 (high vs. low agency)  $\times$  2 (high vs. low communion)  $\times$  2 (agency vs. communion ad) MANOVA on product ratings and preferences yielded a significant condition by communion interaction (Wilk's Lambda = .95,  $F(3, 98) = 3.04$ ,  $p < .05$ ). Univariate ANOVAs and simple effects tests indicated that high communion individuals significantly preferred the water advertised with a communal appeal and liked least the "agentic" water. Parallel effects for high agency individuals were in the same direction, but weaker. The implications of these results for how advertising recruits personality variables to enhance product preferences are discussed.

#### E100

##### **CHIVALRY IS NOT FOR EVERYBODY: CHIVALROUS MEN ARE MORE COURTEOUS TOWARD "VIRTUOUS" WOMEN**

*T. William Altermatt<sup>1</sup>, Dov Cohen<sup>2</sup>; <sup>1</sup>Hanover College, <sup>2</sup>University of Illinois at Urbana-Champaign* – Are chivalrous men indiscriminately courteous toward women, or are some women more likely than others to be the recipients of courtesy? 74 male undergraduates interacted with female confederates who enacted roles designed to manipulate their level of perceived "virtue." Confederates' dress, makeup, and responses to scripted questions were used to create an impression of a woman who was either chaste and morally conservative or sexually uninhibited. Participants proceeded through a series of five opportunities for courteous behavior (holding the door, helping to pick up spilled pencils, responding to a solicitation for a charitable contribution, etc.). At the end of the experiment, participants completed a 10-item chivalry scale (Altermatt, 2001) along with several other attitude questionnaires. High-chivalry participants showed significantly more courtesy to high-virtue confederates than to low-virtue confederates ( $p < .03$ ). Low-chivalry participants showed slightly more courtesy toward low-virtue than high-virtue confederates, but this difference was not significant ( $p = .18$ ). These results suggest that chivalry is not unconditionally altruistic; rather, it is contingent upon women's conformity to expectations of high virtue.

#### E101

##### **OPTIMISTS' USE OF RETROACTIVE PESSIMISM: A SELF-SERVING HINDSIGHT STRATEGY**

*Seth Carter<sup>1</sup>, Lawrence Sanna<sup>1</sup>, Edward Chang<sup>2</sup>; <sup>1</sup>University of North Carolina, Chapel Hill, <sup>2</sup>University of Michigan* – In the event of failure, optimists are more likely than pessimists to use self-serving processes (e.g. Snyder, Stephan, & Rosenfield, 1978) to reframe negative outcomes into a more positive light (e.g., Helweg-Larsen & Shepperd, 2001). The present study examines whether optimists use retroactive pessimism (Tykocinski, 2001; Tykocinski, Pick, & Kedmi, 2002) to distort probabilities in hindsight as another tactic for self-regulation. Further, we tested whether optimists' hindsight strategies after failure might involve generating many or few external reasons for the outcome, as a way to reduce the "sting of failure." Methods involved a 2 (optimism: optimist, pessimist)  $\times$  2 (number of reasons: 2, 10)  $\times$  2 (locus: external, internal) between-subjects factorial. Participants were characterized as optimists or pessimists on the basis of their scores on the Revised Life Orientation Test (LOT-R; Scheier, Carver, & Bridges, 1994). Participants were given bogus feedback about their performance on the Remote Associations Test (RAT; McFarland & Blascovich, 1994). Then, participants were asked to list 2 or 10 reasons for their failure on the RAT. Participants were asked to provide reasons that were either internal (self

or external (situational). Results provided strong support for our hypotheses. Optimists viewed failure as more probable and external in locus, and had an increase in positive mood when they thought of a few easily generated external reasons when compared to optimists giving many external reasons. Pessimists and those giving internal reasons did not show similar effects. The role of retroactive pessimism as a hindsight strategy is discussed.

#### E102

##### **WHY STAY?: GROUP MEMBERSHIP PREFERENCES IN MULTIPLE ROUNDS OF A SOCIAL CARD GAME**

*Holly Arrow, Eve Rivinus; University of Oregon* – Participants played a multiple-round social card game in which they formed groups repeatedly to earn money. After a group discussion on how to split the prize, participants made anonymous, individual claims on the money. If they overclaimed ("cheated"), the entire group was penalized. Members then answered privately whether they wanted to stay in the same group another round. Participants who wanted to leave their groups were significantly more likely to have cheated their groups, to have been cheated by their groups, and to have been in larger groups and significantly less likely to have trusted their groups, than those who wished to stay in the same group from one round to another ( $p < .05$ ). Trust and cheating were also combined into one variable to look at their effects together. Low-trusting cheaters were least likely, whereas high-trusting cooperators were most likely to want to stay in their groups ( $p < .005$ ). The patterns of behavior and preferences did not necessarily stay the same from round to round. Most reformed cheaters wanted to stay in their groups, which suggests repeated interactions with the same people may encourage cheaters to reform. Most high-trusting cooperators in groups with cheaters wanted to leave, which suggests cheaters do the most damage to their relationships with those who initially trusted them.

#### E103

##### **IMPLICIT PREJUDICE, FACIAL AFFECT, AND THE CATEGORIZATION OF AMBIGUOUS ETHNICITY**

*Kurt Hugenberg<sup>1</sup>, Galen Bodenhausen<sup>2</sup>; <sup>1</sup>Miami University, <sup>2</sup>Northwestern University* – Two studies tested the hypothesis that prejudice, ethnicity and the perception of facial emotion are intertwined. Specifically, we hypothesized that individuals who possess negative implicit associations about African Americans would be relatively more likely to associate hostile facial affect with Black faces and to make judgments of targets on the basis of this stereotypical association. Two studies showed that, under conditions of ambiguous ethnicity, implicit (but not explicit) prejudice is associated with a tendency to categorize hostile (vs. happy) ethnically ambiguous faces as African American. Support was found for this hypothesis using both a speeded dichotomous categorization task (Studies 1 & 2) and a more deliberative rating scale task (Study 2). Implicit prejudice (but not explicit prejudice) was related to increased sensitivity to the targets' facial expressions, regardless of whether prejudice was measured after (Study 1) or before (Study 2) the ethnicity categorizations were made. Findings are discussed in terms of their implications for our understanding of the role of affective cues in intergroup interactions.

#### E104

##### **TIE A STRING AROUND YOUR FINGER (OR WRIST): INCREASING THE EFFICACY OF A SAFER SEX INTERVENTION.**

*Sonya Dal Cin<sup>1</sup>, Geoffrey T. Fong<sup>1</sup>, Mark P. Zanna<sup>1</sup>, Tara E. Elton<sup>1</sup>, Tara K. MacDonald<sup>2</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>Queen's University* – We sought to improve the effectiveness of a safer-sex education video by providing participants with a reminder cue (a knotted string bracelet) to wear following the intervention. Undergraduates reporting occasional condom use in a mass pre-test session were randomly assigned to either the control, standard, or bracelet intervention. In the control condition, participants watched a video on the perils of drunk driving. In the standard condition, participants watched a video (People like us) on the risk of contracting HIV through unprotected sex.

In the bracelet condition, participants watched the same safer-sex video, after which they were given a bracelet as a reminder of the video. To reduce demand characteristics, a follow-up was administered in an unrelated context; participants reported in a mass-testing questionnaire how many times they had engaged in sexual intercourse with and without a condom in the previous month. Participants given the bracelet reminder reported using condoms a greater proportion of the time ( $M = 55\%$ ) than participants in the other two conditions, which did not differ from one another ( $M = 31\%$ ). This effect remained when controlling for condom use reported at pre-test. Participants also reported whether or not they had been drinking when they had sex. Interestingly, the bracelet intervention was slightly more (rather than less) effective when participants were intoxicated ( $M = 70\%$ ) than when they were sober ( $M = 50\%$ ). Implications for behavioural interventions and maintaining the salience of the safer sex intervention even under the influence of alcohol will be discussed.

#### E105

##### **NARRATIVE CONTENT IN REPRESENTATIONS OF SOCIAL GROUPS: EVIDENCE FROM A STUDY OF POST-9/11 ATTITUDES**

*Michael J. Gill; Lehigh University, Bethlehem* – Stereotypes-mental associations between social groups and features such as traits and attitudes (Stangor & Lange, 1994)-have proven critical for understanding intergroup phenomena. My central argument is that in addition to stereotype content, representations of groups have narrative content capturing beliefs about why a group has the features it has. The present focus reflects an apparently growing interest in narrative among social psychologists (Wyer, 1995; Wyer et al., 2002). A study of attitudes toward U.S. responses to the 9/11 terrorist attacks supported the proposed approach. Specifically, 54 participants (23 females) rated the target group Arab terrorists on stereotype-relevant features (e.g., hate Americans). Next, the narrative content of their group images was measured by having them provide open-ended explanations of why Arab terrorists have the features ascribed to them (e.g., Why do they hate Americans?). Consistent with the notion that Heider (1958) described the underlying logic of many narratives (Bruner, 1990), these explanations were coded in terms of whether they portrayed internal causes (e.g., inherent evil) or external causes (e.g., chronic oppression). Finally, in an unrelated context, participants reported attitudes toward responses to the 9/11 attacks (e.g., Should the U. S. attack Afghanistan?). Regression analyses indicated that both the stereotype content and narrative content of group images predicted attitudes even when the effect of the other was held constant. Results are discussed in terms of the importance of the narrative content of group images and the implications of a narrative conception for phenomena such as prejudice reduction.

#### E106

##### **DENIAL AND DEPRESSION IN ALS PATIENTS AND THEIR CAREGIVERS: A SOCIAL-INTERACTIVE PERSPECTIVE ON ILLNESS COPING**

*Steven E. Mock<sup>1</sup>, Elaine Wethington<sup>1</sup>, Ishtar Gabriel<sup>2</sup>, John Turnbull<sup>2</sup>; <sup>1</sup>Cornell University, <sup>2</sup>McMaster University Medical Centre* – Coping with illness can be studied from a social perspective by considering interactions of patient and caregiver coping strategies. Amyotrophic Lateral Sclerosis (ALS) is a fatal neuromuscular disease with a prognosis of 3-5 years (Rowand, 1994). A third are at risk for clinical depression (Rabkin, et al., 2000). Prospectively, greater depression predicts worse symptoms and earlier mortality for ALS patients (McDonald et al., 1994). Research on the denial and depression association among ALS patients provides mixed results (Rabkin et al., 2000). We propose this association can be clarified by considering the interactive social context of patient and caregiver coping. Specifically, denial may work better as a patient strategy when matched with caregiver denial. Forty ALS patients (mean age = 57.43, 42% female) and their primary caregivers (mean age = 55.87, 65% female), completed a survey about coping strategies and caregiving. Coping strategies were measured with the Brief COPE (Carver, 1997).

Approximately 40% of patients were at risk for depression. The more patients used denial, the more depressed they were ( $B = 4.02$ ,  $p < .05$ ). However, the significant interaction between patient and caregiver denial ( $B = -5.46$ ,  $p < .05$ ), suggested that patients were actually less depressed when they and their caregivers used denial as a shared strategy. Denial may be a fragile strategy that only works when it is shared in the primary support relationship.

#### E107

##### **CHANGING STANDARDS: ADJUSTING THE DEFINITION OF AN ACCEPTABLE OUTCOME**

*Meredith Terry, James Shepperd; University of Florida* – When outcomes vary along a continuum, the definition of what constitutes an acceptable versus unacceptable outcome is often subjective. Nevertheless, where people draw the line on the continuum is important because it effects how people feel about their outcomes. Research from a variety of theoretical traditions finds that, after an outcome comes to pass, people sometimes change the line in ways that make the outcome more acceptable (i.e., in ways that reduce dissonance, reduce regret, etc.). We explored whether people will proactively lower the criteria of what constitutes an acceptable outcome in anticipation of feedback about the outcome. Groups of unacquainted participants took part in a “speed dating” task in which they first interacted individually with several peers then evaluated each peer on a number of dimensions (e.g., “Did you find this person interesting?”). Participants initially believed they would not learn how their peers evaluated them but later learned they would receive their peer evaluations. Participants reported what would be an acceptable outcome (e.g., “What is the minimum number of participants you would want to report that they found you interesting?”) on two occasions: once when they anticipated no feedback (Time 1), and again just prior to receiving feedback (Time 2). As predicted, participants reported lower criteria at Time 2 than at Time 1. Additional analyses revealed that the change in participants’ expectations and the change in their criteria for what was “acceptable” were uncorrelated, suggesting that redefining what is acceptable is distinct from the bracing for bad news.

#### E108

##### **CAPITALIZATION RESPONSES IN NOVEL INTERACTIONS**

*Amy Rodrigues<sup>1</sup>, Cheryl Carmichael<sup>2</sup>, Harry Reis<sup>2</sup>; <sup>1</sup>University at Buffalo, <sup>2</sup>University of Rochester* – Capitalization; the process of beneficially interpreting positive events may be established through feeling control over events or marking positive events in an expressive fashion (e.g. discussing a positive event with others; Langston, 1991). Gable, Reis, Impett, and Asher (under review) expanded upon this, integrating the response of the listener and identifying 4 capitalization styles varying on the dimensions of constructive/destructive and active/passive that are indicative of differential relationship outcomes. This research experimentally examined the capitalization process in a laboratory setting between a confederate and a research participant of the opposite sex. Participants listed three positive events one of which was chosen by restricted random assignment (the most positive event was never chosen to avoid ceiling effects) to be discussed with a confederate. The confederate was trained to respond in either an enthusiastic, interested manner (active/constructive) or with a bored, uninterested approach (passive/constructive). Participant ratings of the positivity of each event were taken both before and after the interaction, along with ratings of mood. As predicted, the positive event that was discussed during the interaction showed a greater increase in positivity ratings than either of the two events that were not discussed,  $F(1,89) = 6.82$ ,  $p < .05$ . Therefore, the mere act of discussing a positive event with a stranger causes positive feelings surrounding the event to increase. This area of research would be benefited by researching capitalization within various relationships including friendships and the parent-child relationship.

**E109****THE EFFECTS OF ROLE AND OF POWER ON JUDGMENTS ABOUT CONTRIBUTIONS TO COLLABORATIVE WORK**

*Sarah R. Wert, Marcia K. Johnson; Yale University* – We tend to take more credit for collaborative work than fellow collaborators are willing to give us, and this has generally been thought to be due to an egocentric bias (Ross & Sicoly, 1979). The present research examined how the role individuals play in collaboration and the relative power that comes along with such roles affect judgments about contribution to collaborative work. Based on a bogus personality test, participants were assigned to one of two roles—generator (responsible for coming up with ideas) or elaborator (responsible for refining the generator's ideas)—and then came up with solutions to a hypothetical problem. In half of the dyads, role descriptions included an explicit power dynamic; the other half did not include an explicit power dynamic. Only generators over-credited themselves for their contribution to collaborative work. This was true across three measures (allocating credit to one's partner, allocating credit to oneself in global terms, and allocating credit to oneself item by item)—all of which were used to assess the difference between participants' reports of who contributed what and an objective account of who contributed what. Power dynamic had no effect on any of these measures of biases in allocating credit. Our results suggest that people may rely on their role in collaborative work, specifically on the memory cues provided by that role, to inform their judgments of who contributed what.

**E110****GENDER DIFFERENCES IN PERCEIVED DISCREPANCY FROM NORMS FOR SEXUAL ENCOUNTERS**

*Brian Larivee<sup>1</sup>, Catherine Sanderson<sup>2</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>Amherst College* – This research examines gender differences in college students' perceived discrepancy from prevailing norms for sexual encounters. Sixty-seven college women and 64 college men completed measures assessing how often they had sexual encounters (so-called "hook-ups") during the last month and during a typical month as well as their perceptions of how often their same-sex peers had these sexual encounters during the same time periods. As predicted, both men and women felt discrepant from their peers on how often they had sexual encounters in the last month and in a typical month, with both men and women viewing their peers as more promiscuous than they themselves are. The effect is stronger among women. Specifically, men think other men "hook-up" an average of 1.56 times a month, whereas they themselves report doing so only 1.19 times per month. Women think other women have sexual encounters 2.12 times a month, whereas they themselves report "hooking-up" only 1.04 times per month. Although there were no gender differences in the consequences of feeling discrepant from these norms, individuals who felt that others had sexual encounters more often than they themselves did were generally less comfortable in campus social situations. This research complements previous research indicating individuals have a difficult time perceiving norms for health related behaviors like eating (Larivee & Sanderson, 2003) and binge drinking (Prentice & Miller, 1993).

**E111****NEURAL BASIS OF IMPRESSION FORMATION EFFECTS ON MEMORY**

*Jason Mitchell<sup>1,2</sup>, Mahzarin Banaji<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Dartmouth College* – Early research on impression formation demonstrated that episodic memory performance differs qualitatively following social and nonsocial encoding tasks. Compared to explicit attempts to memorize information, forming an impression of another person produced (i) better overall memory; (ii) recall that clusters around spontaneously inferred traits; and (iii) better memory for expectancy-inconsistent information. The current experiment used fMRI to examine the neural basis of these differences. During scanning, participants were presented with a series of 18 faces, each paired with 10 different descriptive statements. For half the face-statement pairings, participants were cued to use the statement to form an impression of the target (impression formation

task); for the remaining half, participants attempted to encode the order in which statements were paired with each face (sequencing task). Following a 10-minute retention interval, participants performed an associative memory task in which they matched each statement with the face with which it was originally paired. Event-related fMRI analyses yielded two main results. First, impression formation selectively activated a region of the medial prefrontal cortex (mPFC), shown previously to play a critical role in social cognitive tasks, such as understanding the mental states of others. Second, mPFC activity during impression formation was correlated with subsequent memory performance. Statements that were later matched to the correct face were associated with greater mPFC activity than mismatched statements, but only if originally encoded as part of the impression formation task. These results contribute to emerging theories regarding the unique neural basis of social cognition.

**E112****UNDERSTANDING PERSONAL IDENTITY THROUGH THREE LEVELS OF PERSONALITY: SELF-DEFINING MEMORIES, EGO DEVELOPMENT, AND TRAITS**

*Stefan Esposito, Kate McLean; University of California, Santa Cruz* – In late adolescence, individuals undertake an interpretive feat: forming an identity by making sense of one's life (McAdams, 2001). In an effort to understand dispositional and motivational differences in reflecting on personal memories, this study examined personality traits and ego development in relation to emotional crisis and reflection in self-defining memories. Emotional crisis was defined as reported negative affect. Reflection was defined as interpreting a memory to understand its' meaning to the self. Participants were 136 students (M age = 19) who described 3 self-defining memories and completed measures of ego development and traits. Memory narratives were coded for presence or absence of crisis and reflection on crisis. As anticipated, high levels of crisis and reflection were found at higher levels of ego development, supporting claims that those at higher ego levels are attuned to and reflect on conflicting issues (Loevinger, 1976). Reflection and high levels of ego development were associated with higher scores on openness to experience. Reporting reflection was associated with high anxiety, suggesting that working through the meaning of difficult events may have costs for mental health. Presence of emotional crisis and high ego levels were related to scoring high on perspective-taking, suggesting that thinking about crisis involves seeing many points of view. Findings will be discussed in terms of the utility of traits and ego development for understanding individual differences in narrative construction, as well as the utility of narratives for contextualizing abstract concepts, such as traits and ego development, in important episodes of lived experience.

**E113****THE EFFECTS OF GENDER AND ETHNICITY ON EVALUATIONS OF ACADEMIC JOB CANDIDATES**

*Jannay Morrow, Allison Sparks; Vassar College* – Participants received the CV of a supposed candidate for the position of dean of the faculty. Using names, we manipulated the candidate's ethnicity/race (Hispanic, Japanese, or White) and gender (male or female). The CV presented a highly qualified applicant, and the manipulation check indicated that participants' ratings of the strength of the candidate did not vary by condition. Compared to male candidates, participants rated female candidates as less competent, less warm, more rigid, and more rigorous. Participants stated they would be less likely to interview or hire female candidates, regardless of ethnicity, and would pay them less. Participants rated Hispanic and Japanese candidates as more likely to try to increase campus diversity. They also judged Japanese candidates to be more innovative, but less trustworthy than the others, and described Japanese women as less likely to work well with others. For female candidates, warmth predicted salary recommendations and willingness to hire. For males, competence and warmth predicted decisions about interviewing and hiring, but competence was a better predictor of salary recommendations. These findings suggest that even when a candidate is highly qualified, stereotypes of female leaders

may influence perceptions of competence and relative worth, and gender and ethnic stereotypes influence perceptions of personal attributes, at least in the absence of information about such qualities. We consider some of the limitations and implications of the findings in the context of stereotype content theory (Fiske, 2001), role congruity theory (Eagly & Karau, 2002), and shifting standards theory (Biernat & Fuegen, 2001).

**E114****FACING IMPLICIT NEGATIVE EXPECTATIONS ABOUT ONE'S GROUP: THE INTERCONNECTIONS BETWEEN STEREOTYPES AND ACADEMIC SELF-CONCEPTS AMONG LATINO STUDENTS**

*Jose A. Cruz Torres, Thierry Devos; San Diego State University* – In academic settings, stereotypes often operate outside of conscious awareness or control. The present research focuses on implicit stereotypical beliefs about the academic abilities of Latinos. We examined to what extent the internalization of negative expectations about one's group may impede the extent to which members of the group identify with the academic domain. A Balanced Identity Design (Greenwald et al., 2002) was used to investigate the interrelations between a triad of concepts: self, ethnicity, and academic achievement. A sample of Latino and Caucasian undergraduate students completed three Implicit Association Tests (Greenwald, McGhee, & Schwartz, 1998) assessing the following constructs: 1) stereotype about ethnicity and academic achievement, 2) ethnic identification, and 3) identification with academic achievement. Data were analyzed using hierarchical regression analyses (Greenwald et al., 2002). As predicted and in line with consistency theories, the strength of the association between self and academic achievement was a multiplicative function of the strength of stereotypical beliefs and ethnic identification. More precisely, Latinos who strongly identified with their ethnic group and internalized negative expectations about the scholarly abilities of the group were themselves less likely to identify with academic achievement. These findings are consistent with previous research on domain disidentification and psychological disengagement. An important contribution of the present study is to provide direct evidence for the idea that negative stereotypes about Latinos shape self-knowledge that may not be available to introspection or be under volitional control. As such, this work increases our understanding of obstacles to Latinos' academic aspirations.

**E115****THE IMMORTAL DESIRE FOR OFFSPRING: CAN MORTALITY SALIENCE ENGENDER FAMILY SIZE?**

*Arnaud Wisman; Free University of Amsterdam* – Three studies examined the hypothesis that mortality salience promotes people's desire for offspring. In two experiments, it was found that male participants desired more children after mortality salience compared to respectively a neutral condition (watching television) and a pain condition (a visit to the dentist). Moreover, it was found that male participants did not show worldview defense (Study 2) after expressing their desire for offspring. In contrast, female participants displayed no increased desire for procreation after mortality salience (Study 1-2). Regression analyses suggested that career strivings suppressed the effects of mortality salience on a desire for offspring among female participants (study 2-3). Furthermore, study 3 revealed that female participants who read a 'newspaper article' that stressed positive aspects of a having children combined with a career, increased the number of desired children after mortality salience. Taken together, the findings support the analysis that a desire for offspring can function as a terror management mechanism.

**E116****DIFFERENT PREJUDICES FROM DIFFERENT THREATS: A SOCIOFUNCTIONAL ANALYSIS OF INTERGROUP RELATIONS**

*Christopher J. Wilbur, Jenessa R. Shapiro, Steven L. Neuberg; Arizona State University* – Contemporary research on intergroup relations demonstrates that people have specific and unique sets of emotional reactions and behavioral tendencies toward different groups. We imple-

ment a functionalist approach to explain why: Precise patterns of responses emerge naturally to mitigate the specific threats posed by different groups. Recent research reveals that people's perceptions of the threats posed by real-world ethnic and social groups (e.g., African-Americans, fundamentalist Christians) are associated with specific and adaptively relevant emotional responses (e.g., groups perceived to threaten physical safety also elicited fear; Cottrell & Neuberg, 2003). To demonstrate the causal direction of this association, participants read reports about two fictitious immigrant groups: Threat-neutral information was provided about one, and the other was presented as being particularly likely or unlikely to pose a threat either to medical health, physical safety, reciprocal relations, or values. Participants rated their emotional reactions to both groups. As expected, the patterns of elicited emotions varied predictably for the different categories of manipulated threat. For example, manipulation of high health threat uniquely precipitated increases in fear and physical disgust, whereas manipulation of high values threat uniquely precipitated increases in moral disgust. These effects were strongest when participants rated the threat-neutral group first, suggesting that participants invoked comparison processes in making their judgments. These findings lend additional support to our "sociofunctional" analysis of intergroup relations, which delineates the conditions under which specific patterns of prejudicial, stereotypical, and discriminatory responses should, and should not, emerge.

**E117****TRANSFORMATIONAL PROCESSING: UNDERSTANDING HEALTHY IDENTITY FUNCTIONING IN WRITTEN NARRATIVES OF EMOTIONALLY CHALLENGING LIFE EVENTS**

*Jennifer Smith<sup>1,2</sup>, Jennifer Pals<sup>3</sup>, <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>College of William and Mary, <sup>3</sup>Northwestern University* – Research has shown that writing about emotionally challenging events benefits physical and emotional well-being (Pennebaker, 1993). Interpreting this finding within the framework of narrative identity theory (e.g., McAdams, 2001), the current study investigated the idea that writing is most beneficial to well-being when it leads people to positively revise identity through seeing the self as positively transformed (PST) by the event. We first hypothesized that PST is formed through the close analysis and interpretation of the meaning and impact of the event and should therefore correlate with the use of affect (e.g., sad, happy) and cognition (e.g., insight, realize) words within the writing process. Additionally, we hypothesized that thematic and linguistic indicators of transformational processing would relate to personality traits and well-being outcomes reflective of healthy identity development. To examine these hypotheses, 51 undergraduates completed self-report measures of personality traits and psychological well-being after writing about emotionally challenging events for four days. Narratives were coded for the theme of PST by four independent coders. Word use was assessed with the Linguistic Inquiry and Word Count computer program (Francis & Pennebaker, 1992). Both hypotheses were supported. Individuals whose narratives demonstrated PST used more affect and cognition words within these narratives. In addition, transformational processing was positively correlated with such indicators of healthy identity development as self-acceptance, personal growth, self-concept clarity, purpose in life, openness to experience and emotional stability. These findings are discussed in relation to current research on the benefits of writing and the narrative construction of identity.

**E118****THE COLUMBINE EFFECT: BULLYING AND ENDORSEMENT OF AGGRESSIVE BEHAVIOR**

*Matthew Newman, George Holden, Yvon Deville; The University of Texas, Austin* – In 1999, two Columbine High School students marched methodically through the school, killing teachers, students, and finally themselves. Both students had been chronic victims of bullying. One recurring question throughout the aggression literature is the extent to which victims of aggression are more likely to aggress towards others. Many theorists have argued that exposure to vio-

lence suggests to children that violence is an acceptable way to solve problems. Thus, individuals who are bullied in high school may come to view aggression as a justifiable response to their tormentors, but this has yet to be tested empirically. We hypothesized that those bullied during high school would have more positive attitudes toward the use of aggression than those not bullied. College-age participants reported their experiences with high school bullying during a pretesting session. Participants later read six scenarios involving the use of violence. Two of these described individuals who were bullied by their peers and responded violently. Four more asked participants to imagine themselves in a situation where they were provoked, and asked how likely they would be to take a variety of violent and nonviolent actions. Results were consistent with our hypothesis. Across the six scenarios, those who had been bullied in high school were more likely to condone the use of violence, less likely to recommend harsh punishments for violence, and more likely to report that they would act violently. Although based on self-reports, these data suggest one possible mechanism for the link between bullying and later violence.

#### E119

**THE RELATIONSHIP BETWEEN CONSISTENCY AND WELL-BEING: SELF-DISCREPANCIES IN CONTEXTUAL REPORTS OF PERSONALITY** *Brendan M. Baird, Kimdy Le, Richard E. Lucas; Michigan State University* – One way that personality researchers measure the consistency of traits is to ask respondents how they see themselves across several hypothetical social contexts. By comparing a person's ratings of their personality across these contexts, researchers can make inferences about how consistent the person may be across situations. Previous research has shown that people who are more consistent in their responses also report having lower levels of trait negative affect and higher trait positive affect and life satisfaction (Baird & Lucas, 2003; Donahue, Robins, Roberts, & John, 1993). Across several studies, we found that the correlation between variability and well-being outcomes are typically between .20 and .40. In one study, however, we found unusually high correlations of between .50 and .60. One explanation for this finding is that the order in which participants completed the questionnaires had an effect on their reports of well-being. In a separate study, we tested the effect of order by having one group report their trait affect before, and another group after, they completed the contextual personality reports. We found that those who reported their trait affect immediately after the contextual reports also reported significantly higher levels of trait negative affect and lower life satisfaction. This may suggest that the contextual reports produce negative affectivity by focusing attention at a lower level of abstraction, thus priming self-discrepancies. A final study ruled out an alternative explanation suggesting that a conversational norm of non-redundancy influences reports of situational consistency.

#### E120

**ATTACHMENT ANXIETY AND EXPLORATION: THREAT AND PERSONAL GROWTH PERCEPTIONS OF NOVEL ACTIVITIES** *Sara Gorchoff, Ozlem Ayduk, Serena Chen; University of California, Berkeley* – Attachment theory suggests that the attachment and exploration systems depend on each other. Past research in the attachment literature shows that insecurely attached children and adults explore their environments less extensively than those who are securely attached (e.g. Ainsworth & Bell, 1970; Green & Campbell, 2000). One possible explanation for this difference are construals of exploration-relevant activities (i.e. novel activities). The current study assessed the effect of attachment anxiety and avoidance on construals of activities spanning a wide range of novelty. Undergraduates rated 50 activities on several dimensions: novelty, threat, potential for personal growth, evoked curiosity, and social acceptability. Our primary hypothesis was that novel activities would be perceived by individuals high in attachment anxiety and avoidance as more threatening. Attachment anxiety interacted with novelty to

predict perceived threat and potential for personal growth. For people high in attachment anxiety, novelty was positively related to threat and negatively related to personal growth ratings. Attachment avoidance did not interact with novelty to predict construals of activities. Overall, the results suggest that highly anxious individuals construe novel activities as more threatening and less conducive to personal growth. This difference may partly drive the tendency for insecurely attached individuals to explore their environments less.

#### E121

**CHRONIC CAUSAL UNCERTAINTY VS. PRIMED UNCERTAINTY: TEMPORARY ACTIVATION MODERATES THE EFFECTS OF CHRONIC BELIEFS** *Aaron Wichman, Gifford Weary; The Ohio State University* – Two experiments investigated the interplay of chronic Causal Uncertainty (CU) and primed uncertainty on social judgment certainty (Studies I & II), state affect, state self-esteem, and judgments of one's subsequent causal uncertainty level (Study II). Both studies used a scrambled sentence task prime, and compared prime responses to a neutral sentence control condition. In Study I, the uncertainty prime surprisingly neutralized the positive relationship between CU and uncertainty in social judgments observed in the control condition. Study II examined whether a self-protection motive was responsible. This motive would presumably be triggered by prime-induced negative affect or negative self-esteem and might be especially strong among participants who place a high (vs. low) importance on causal understanding. We found that pre-experiment chronic CU interacted with the prime to predict outcomes. Although the prime caused low CU participants to show reliably less arousal, less positive affect, and more depressive affect than the control condition, their high CU counterparts, contrary to predictions, were unaffected by the prime. For measures of state self-esteem, social judgment certainty, and time of experiment CU, the prime had fairly consistent effects, conceptually replicating the findings of Study I. Across measures, it counteracted the effects of pre-experiment chronic CU and CU importance. Future research seeks to determine why only low CU individuals' affect was depressed by the prime, and continues to investigate why an uncertainty prime can paradoxically neutralize, or even reverse the effects of the CU construct it attempts to activate.



**F1**

**RED HERRING, RESPONSE LATENCIES, AND LIARS** *Matthew Prosser<sup>1</sup>, Vic Catano<sup>1</sup>, Iain Coyne<sup>2</sup>, Steven Smith<sup>1</sup>; <sup>1</sup>St Marys University, <sup>2</sup>The University of Hull* – Ones and Viswesvaren (1998) suggested the issue of how impression management affects the validity of self-report measures is a red herring. However, the issue is far from laid to rest, especially for those using such results in applied settings. The advancements in the use of response latencies as an implicit measure of attitude may provide an alternative to overt measures of impression management, i.e. Social Desirability Scales. Two studies were conducted to assess whether response latency measurement could provide an incrementally better measure of lying behaviour. Specifically, we hypothesized that fakers demonstrate a difference in test scores and would produce shorter response times overall. In the first experiment (N=108) those instructed to fake showed a marked overall difference in test results, i.e. Agreeableness ( $F(1,106) = 181.85, p < .05$ ), as well as shorter response times, i.e. Agreeableness ( $F(1,106) = 6.69, p < .05$ ). The second experiment (N=125) hypothesized 1) that individual differences, such as Need for Cognition, Self-Esteem, etc. would be predictive of differences in response latency and 2) motivation to fake would provide a more subtle differences in test scores. Results showed that individual differences were not predictive of response times. However, motivation was an important mediator between intention to fake and measurement outcomes. Specifically, motivated fakers avoided detection by traditional overt measures but were identified via response latency. This is of particular importance for those in applied settings.

**F2**

**WEALTH, INCOME AND LIFE SATISFACTION: EXAMINING THE CORRELATES AMONG INDIGENOUS MALAYSIAN FARMERS** *Colleen Howell, Ryan Howell; University of California, Riverside* – Social psychologists have consistently found weak positive relationships between wealth and subjective well-being (SWB). It has been proposed that this relationship may be stronger in severely impoverished areas where basic needs are not always met (Veenhoven, 1991). We tested this hypothesis on 278 poor indigenous Malaysian households where less than 30 percent had electricity and only 10 percent had indoor bathrooms. One male from each household answered several hundred questions relating to income, wealth, and economic decision-making. To measure SWB, each participant completed a translated Satisfaction with Life questionnaire (Diener, 1984). A factor analysis performed on the translated items indicated a one-factor solution, however, the internal consistency was improved by dropping one item. Several indicators of wealth were computed and bivariate correlations with SWB demonstrated weak positive relationships similar to those seen in wealthier samples. Because the households were grouped into geographically distinct villages, we compared correlations within each village and found that the relationship between wealth and SWB was strongest within the poorest villages and near-zero within the least-poor villages. This finding is consistent with Diener et al (1995) who found the relationship between purchasing power and SWB to be curvilinear. However, that study covered a wide range of wealth. Our finding of this quadratic trend within a narrow range of poor households leads us to conclude that even among the impoverished, there exists a diminishing-marginal utility of wealth on SWB. That is, as wealth increases, an additional unit of wealth matters increasingly less to life satisfaction.

**F3**

**WHAT'S WHITE AND ASIAN AND NEITHER AND BOTH? RACIAL CATEGORIZATION OF EURASIAN INDIVIDUALS** *Eve Jensen, Tiffany Ito; University of Colorado at Boulder* – Previous research in our lab has focused on the racial categorization of individuals who cannot easily be categorized by race. The current study is a continuation of this research that both replicates and expands on the previous study. Pictures of multi-raced individuals were created by blending White Ameri-

can and Asian American features. Psychophysiological data in the form of event-related potentials (ERP) was collected in order to examine the categorization process beginning with early perceptual and attention processes and ending with participants' explicit categorization. Undergraduate students viewed pictures of White, Asian American, and multi-raced men while ERP data were recorded. They were also asked to categorize each picture as White American or Asian American. Early perceptual data indicates that the multi-raced faces were perceived in a similar manner as the White faces and that both White and multi-raced faces were perceived as distinct from the Asian American faces. Later ERP data and explicit categorization data indicated a contrast effect in which the multi-raced faces were viewed as distinct from context whether or not the context was White American faces or Asian American faces.

**F4**

**"BEER MUSCLES": SELF-PRESENTATION AND INTOXICATION IN BAR VIOLENCE.** *Brian M. Quigley, Kenneth E. Leonard, R. Lorraine Collins; Research Institute on Addictions, University at Buffalo, State University of New York* – The social interactionist theory of coercive actions hypothesizes that aggressive behavior is often an attempt to present or protect an identity of strength (see Tedeschi and Felson 1994). This hypothesis was tested by examining self attributions of cause for physically aggressive incidents in bars. A sample of 176 males and 92 females who had experienced bar violence in the past two years reported on their last physically aggressive incident in a bar. As part of the interview they were asked to rate the degree to which they agreed that during the aggressive incident they were trying to demonstrate how "tough" they were. It was hypothesized that those who initiated physical aggression would be more likely to report a desire to present an identity of strength. Results indicated that those who initiated physical aggression were more likely to report they were attempting to present an identity of strength. In addition, the greater the reported intoxication, the more likely the respondents were to report they were attempting to present an identity of strength. These main effects were qualified by an interaction between intoxication and initiation. Those who were both highly intoxicated and who initiated were the most likely to report that they had acted in order to present an identity of strength. Results indicate that the effects of alcohol myopia to inflate one's self-image (see Banaji & Steele, 1989) can increase the likelihood of intoxicated aggression among individuals who have a desire to be seen by others as strong or aggressive.

**F5**

**PERSONALITY CORRELATES OF MUSICAL PREFERENCES AND MUSICAL LATITUDE OF ACCEPTANCE** *Mark Hartlaub, Chad Rodney, William Ostarch; Texas A & M University-Corpus Christi* – Recent research (e.g., Rentfrow & Gosling, 2003) suggests that musical preferences are linked with certain personality variables. We sought to examine the relationship between personality/demographic variables and musical preferences. We were also interested in a person's "musical latitude," which we measured (and defined) by both the number of different musical genres the person finds evaluates positively and that person's overall standard deviation (SD) of ratings of several different types of music. Larger SDs would indicate quite polarized opinions concerning music while smaller SDs would indicate overall acceptance, overall rejection, or possessing overall moderate ratings of different musical genres. Participants evaluated ten different types of music (e.g., Classical, Hip-Hop, Country) and answered several demographic (e.g., age, sex) and personality (e.g., general political ideology, Need for Cognition) items. The SDs of politically liberal and politically conservative respondents were compared. Although there were no significant differences in terms of political ideology, females had significantly smaller SDs than males, indicating less extreme opinions in their evaluations of various musical genres. In addition, Need for Cognition was related to some musical preferences; specifically, those high in Need for Cognition were more likely to prefer musical genres such as Classical and Jazz and less likely to prefer Hip-

Hop and Pop than were individuals low in Need for Cognition. We discuss the possibility that musical preferences may be a predictable correlate of certain demographic and personality variables.

#### F6

##### **TESTING A MEDIATIONAL MODEL BETWEEN ATTACHMENT DIMENSIONS AND ROMANTIC JEALOUSY**

*Gunnur Karakurt<sup>1</sup>, Nebi Sumer<sup>2</sup>; <sup>1</sup>Purdue University, <sup>2</sup>Middle East Technical University* – Attachment theory (Bowlby, 1973) asserts that the quality of early interactions with caregivers results in mental models that guide expectations, emotions, and evaluations about self and others. Recently, both attachment styles and dimensions were found to be associated with romantic jealousy (Buunk, 1997; Knobloch et al., 2001). This study examines the interplay between the underlying dimensions of attachment and romantic jealousy within the framework of a mediational model. We hypothesize that the dimensions of Attachment (Anxiety and Avoidance) would have both direct and indirect effects on romantic jealousy via dependency and feeling of inadequacy. Participants (N=306), who were currently involved in romantic relationships, filled out two measures of adult attachment (Bartholomew & Horowitz, 1991; Brennan, Clark & Shaver, 1998) as well as measures of jealousy, dependency, and inadequacy. We tested the proposed mediation model via structured equation modeling. Although Chi Square test was significant, the proposed model yielded a satisfactory fit to the data ( $\chi^2(27, N=303)=80.35, p<.01, RMSEA=.08, AGFI=.89, NNFI=.85, CFI=.91$ ). Findings revealed that Anxiety had a significant direct effect on the latent variables of dependency, inadequacy, and jealousy. Anxiety also had an indirect effect on jealousy, which was mediated by inadequacy. Avoidance had weak direct effects on the mediators and on jealousy. Findings also suggest that a more positive model of self and lower levels of anxiety are valuable personal resources that enhance feelings of adequacy, which in turn, lead to low levels of jealousy. Contrary to our expectations, dependency did not mediate the relations between attachment and jealousy.

#### F7

##### **ARE ENVIOUS STEREOTYPES A MIXED BLESSING?**

*Anna Cheung, Virginia S.Y. Kwan; Princeton University* – Examples of groups that are commonly subjected to envious stereotyping are Asian Americans, Jewish Americans, and Career women. These groups are perceived to be high in competence and low in sociability. Based on the correspondence assumption that perceptions of competence and sociability affect intergroup interactions independently, targets of envious stereotyping are respected but not liked. However, the impact of envious stereotypes on intergroup relations might not follow this correspondence model. Little research has examined the dynamic interactions of such mixed stereotypes. The present study examined the endorsement of the competence and sociability stereotypes of Asian Americans and its consequences in a minimal acquaintance context. Participants were asked to report their impressions of three Asian American confederates, who appeared briefly and made announcements. The endorsement of low-sociability stereotype predicted negativity of impressions (i.e., less liking) and a greater number of mistakes participants made in a surprise recall of the announcements (i.e., lower level of attention toward the confederates.) However, the endorsement of competence stereotype predicted neither the negativity of impressions toward the confederates nor the lower accuracy of the recall task. Together, these findings suggested that the endorsement of sociability stereotype is the major determinant of the liking and respect that the target group members received. These results highlight the complexity of envious stereotyping and the implications of such stereotypes.

#### F8

##### **NONVERBAL EVIDENCE OF DISPLACED INTERGROUP AGGRESSION**

*Patricia McCord, Tanya Rodgers, Lela Strong, Carrie Anderson, Eric Vanman; Georgia State University* – The authors tested displaced aggression as a result of prejudice. White and African American

participants viewed one of two sets of videotaped segments. One set of segments served the purpose of evoking group anger relevant to prejudice. In this condition, students on the videotape who were not the same race as the participant made disparaging comments about people of the same race as the participant. The second set of videotaped segments served the purpose of evoking group anger not relevant to prejudice. In this condition, students on the videotape who were presumably students from another university made disparaging comments about students who attended the university where the participants were enrolled. After viewing one of the two sets of videos, participants completed an interview with a second experimenter who was not the same race as the participant. The interviewer was blind to the condition. The dependent variables measured during this interview were: distance between the participant and the interviewer, amount of eye contact made by the participant, comfort level of the interviewer, comfort level of the participant as perceived by the interviewer, participant's friendliness, and curtness of the participant's responses. Analyses revealed more general discomfort for participants in the prejudice anger condition than that of the participants in the no-prejudice anger condition. These results suggest that prejudice-evoked emotions can be readily displaced from the person causing them to other members of the group.

#### F9

##### **DOES FORGIVING MAKE US HAPPIER?**

*Giacomo Bono, Michael McCullough; University of Miami* – The present research addressed the question of when and how forgiving is beneficial for individuals' well-being. In a longitudinal study we investigated whether forgiving a transgressor is associated with the extent to which one experiences different aspects of well-being. Hierarchical linear modeling (HLM) demonstrated that prosocial changes in people's transgression related interpersonal motivations (TRIMs) were associated with increases in satisfaction with life and positive mood, decreases in negative mood, and decreases in the experience of immunological as well as global psychosomatic symptoms. We also found that increased closeness and commitment to the transgressor before the transgression strengthened many of the associations between people's TRIMs and the different well-being outcomes, indicating that forgiveness is more strongly linked to well-being for people who were closer and more committed to the transgressor before the transgression. Additional HLMs revealed that, indeed, forgiving can make us happier. When people felt closer and more committed to their transgressors after the transgression they also tended to experience similar improvements in the different indices of well-being. Moreover, individuals who were more forgiving (i.e., had more prosocial TRIMs) also tended to feel closer and more committed to the transgressor after the transgression (i.e., more reconciled) and this seemed to buffer them from bad moods and negative experiences of psychosomatic symptoms. These findings provide support for the notion that forgiving as well as reconciling with our transgressors can make us happier and more satisfied with life.

#### F10

##### **INTERPERSONAL STYLES OF INMATES AND PSYCHOLOGICAL AND BEHAVIORAL ADJUSTMENT**

*Emi Furukawa, Jeff Stuewig, June Tangney; George Mason University* – This study examined the interpersonal styles and the psychological and behavioral correlates of 150 male jail inmates. The Personality Assessment Inventory (PAI; Morey, 1991) was used to measure two interpersonal dimensions, dominance and warmth. Based on the interpersonal circumplex model originally formulated by Leary (1957) and elaborated by others (e.g., Benjamin, 1973; Kiesler, 1986; Wiggins, 1982), the combination of these two dimensions characterizes one's preferred manner of interacting with others. We hypothesized that there would be differential psychological and behavioral adjustment for the various levels of dominance and warmth. Dominance was negatively associated with a destructive moral emotion, shame ( $r = -.28$ ), while warmth was positively associated with a constructive moral emotion, guilt ( $r = .35$ ). Main effects of dominance and warmth

on the level of clinician-rating antisocial behavior as well as self-report aggression and drug problems were qualified by a significant dominance by warmth interaction. The effects of dominance appeared to depend on the level of warmth. Among those low on warmth, dominance was positively related to two different measures of antisocial behavior ( $r = .43$  and  $.59$ ) as well as aggression ( $r = .45$ ). In contrast, among those high on warmth, dominance was less strongly associated with aggression ( $r = .20$ ), and had no relationship with antisocial behavior. Dominance was also negatively related to perceived negative consequences of drug use ( $r = -.26$ ) among those high on warmth. Warmth seems to serve as a protective factor for highly dominant inmates.

#### F11

**SEX-RELATED ALCOHOL EXPECTANCIES AND SEXUAL AND DRINKING BEHAVIORS IN EUROPEAN-AMERICAN AND ASIAN-AMERICAN COLLEGE MEN** *Kristen P. Lindgren<sup>1</sup>, William H. George<sup>1</sup>, Kari A. Stephens<sup>1</sup>, Gordon N. Hall<sup>2</sup>, Stanley Sue<sup>3</sup>*; <sup>1</sup>University of Washington, <sup>2</sup>University of Oregon, <sup>3</sup>University of California, Davis – Current research indicates that, for European- and African-Americans, expectancies about the relationship between alcohol and sex (e.g., alcohol enhances sex) are predictive of alcohol use prior to or during sex. How these expectancies influence Asian-Americans is unknown. As part of a larger study, college-aged men completed questionnaires about their sexual and drinking behaviors and their sex-related alcohol expectancies. The relationships among these variables were examined for Asian-Americans living in the mainland U.S. ( $n=39$ ), Asian-Americans living in Hawaii ( $n=33$ ), and European-Americans ( $n=95$ ) who reported drinking alcohol and being sexually active. There were no differences in sex-related alcohol expectancies among subjects. Consistent with expectancy theory, European-Americans' sex-related alcohol expectancies were positively correlated with their drinking during or prior to sex. In contrast, mainland and Hawaiian Asian-Americans' sex-related alcohol expectancies were uncorrelated with drinking during or prior to sex. This finding suggests that theories linking sex-related alcohol expectancies with alcohol use during or prior to sex are culturally-specific. The degree to which subjects' general drinking and sexual behaviors correlated with drinking during or prior to sex was also examined. European-Americans and mainland Asian-Americans showed a similar pattern whereby drinking behaviors were positively correlated with drinking during or prior to sex. Mainland Asian-Americans' sexual behaviors were also associated with drinking during or prior to sex. Hawaiian Asian-Americans' drinking and sexual behaviors were uncorrelated with drinking during or prior to sex. These results suggest that other factors, likely culturally-specific, must be considered to better predict drinking prior to or during sex for Asian-American men.

#### F12

**ON RESISTING CAKES AND OVERRIDING STEREOTYPES: SELF-CONTROL DEPLETION REDUCES STEREOTYPE CONTROL.** *Olesya Govorun, B. Keith Payne*; *Ohio State University* – The present study seeks to integrate perspectives on control in the self-control and stereotyping literatures. It advances a hypothesis that stereotype control, seen as suppression of automatic stereotypical associations, draws on a more general capacity of self-control. Thus, whenever self-control is depleted, subsequent overriding of stereotypes should become less efficient. This effect should further be moderated by the nature of automatic associations, such that diminished self-control should lead to prejudiced responses only among individuals who possess stereotypical automatic associations. In the study, participants first completed 30 or 300 trials of Stroop task, which served as a self-control depletion manipulation. They then performed a priming task, built upon the process dissociation model of race bias (Payne, 2001). In the procedure, participants were presented with images of guns and tools, preceded by White or Black faces, and were asked to identify the presented objects. The task allowed for separate estimates of control (correct discrimination between guns and lures) and automatic bias (association of Blacks with guns). Results indicated

that the depletion manipulation negatively affected estimates of control, but not of automatic bias. Further, prejudiced responses were observed more among depleted participants who possessed stereotype-consistent automatic bias. Mediation analyses showed that the effects of depletion on diminished control were completely accounted for by participants' reports of mental fatigue. Present research thus suggests that stereotype control draws on self-control and is a limited strength resource.

#### F13

**WHEN POLITICAL IDEOLOGY AND FINANCIAL ASPIRATIONS CONFLICT: IMPLICATIONS FOR PSYCHOLOGICAL WELL-BEING** *Ariel Malka*; *University of California, Berkeley* – Past research has consistently demonstrated that placing central value on financial aspirations is associated with low well-being. Some of this research suggests that the negative relationship results from financial aspirations frequently representing a controlled form of functioning, involving concern with gaining contingent social approval and failure to integrate this value with other aspects of one's identity. This reasoning implies that the negative effect of financial aspirations on well-being should be proportional to the degree that this value is inconsistent with other aspects of one's identity, such as the liberal value of equality. The present research tested the hypothesis that the negative relationship between financial aspirations and well-being would be larger among individuals who identify as politically liberal than individuals who identify as politically conservative. Participants ( $N = 166$ ) reported their ideological identification in an initial assessment and, six to eight weeks later, completed measures of aspirations and well-being. The results replicated prior findings that centrality of financial aspirations was negatively correlated with well-being. Further, as predicted, this negative effect was significantly stronger for liberals than conservatives. In light of evidence that self-concept inconsistency does not have the same well-being implications for Asians as it does for European Americans, differences in this effect were tested between Asian American ( $n = 86$ ) and European American ( $n = 44$ ) participants. Results indicated that there was no significant difference in the effect between these two ethnic groups. Findings are discussed in terms of Self-Determination Theory and theory addressing self-concept consistency.

#### F14

**DO EVOLVED PERCEPTUAL BIASES INFLUENCE WOMEN'S PREFERENCES OF DIFFERENT MALE BODY TYPES?** *David Frederick, Martie Haselton*; *UCLA* – Prior research suggests that metabolically expensive traits (e.g. facial masculinity) signal that a male possesses genes that promote parasite resistance and stronger immune systems. According to this "good genes hypothesis," men possessing these traits should be preferred as biological fathers of potential offspring. Consistent with this hypothesis, women prefer men with these traits more in short-term sexual relationships and when ovulating. Men possessing these traits are perceived as dominant, sexually attractive, and not particularly faithful to their mates. We propose that muscle tone may also serve as an indicator of good genes. Study 1 tested this hypothesis by examining the perceived social profile of men with different body types. Women ( $N = 124$ ) rated photographs of men and judged muscularity to be associated with sexiness, prestige, and dominance. Women preferred less muscular men as long-term partners and perceived them to be faithful mates. Part II of this study confirmed that women prefer more muscular men using established body image measures. Study 2 conceptually replicated Part II of study 1 and found that women prefer a greater level of muscularity in their short-term sexual partners than in long-term partners ( $N = 62$ ). Study 3 conceptually replicated the previous studies using computer generated images that increase linearly in muscularity or fat level and qualitative data. Study 3 ( $N=141$ ) confirmed that women's sexual behaviors matched their stated preferences, with women choosing more muscular men as short-term sexual partners. In sum, the results to date provide preliminary evidence for male muscularity as a good-genes indicator.

## F15

**BODY IMAGE DISSATISFACTION AND DISTORTION IN HETEROSEXUAL AND HOMOSEXUAL MEN**

*Sarah Master<sup>1</sup>, David Frederick<sup>1</sup>, Gregory Buchanan<sup>2</sup>; <sup>1</sup>UCLA, <sup>2</sup>Beloit College* – Study one (N=64) established the reliability of two new silhouette scales for measuring body image dissatisfaction in men. Studies using silhouettes designed by Stunkard et al. (1980) have indicated that men are satisfied with their body (e.g., Fallon & Rozin, 1985). However, Pope et al., (2003) suggest men are dissatisfied with their amount of muscularity. These new silhouette continuums separate fat from muscle. Study two assessed levels of dissatisfaction and distortion in heterosexual (N=78) and homosexual men (N=61). We hypothesized they would be more likely to show dissatisfaction and distortion about body fat because they are more likely to suffer from eating pathology (e.g., Siever, 1994). Body image dissatisfaction was calculated as the difference between current and ideal fat level (FC & FI) and the difference between current and ideal muscularity level (MC & MI). Additionally, 43 heterosexual and 37 homosexual subjects were photographed and rated, yielding two additional measurements: Actual fat and muscle level (AF & AM). Body image distortion was calculated as the difference between MC and AF, and FC and AF. Both groups were dissatisfied with their amount of fat and muscularity. Homosexual subjects showed a self-deprecating distortion of fat while the heterosexual sample showed a self-enhancing distortion of muscularity. Men are, on average, dissatisfied with their bodies and homosexual men are more concerned with fat which may increase their susceptibility to eating disorders.

## F16

**FEELING REVEALED DESPITE ATTEMPTS TO CONCEAL: IRONIC EFFECTS ON METAPERCEPTIONS OF ANXIETY**

*Jessica J. Cameron<sup>1</sup>, John G. Holmes<sup>2</sup>, Jacquie D. Vorauer<sup>1</sup>; <sup>1</sup>University of Manitoba, <sup>2</sup>University of Waterloo* – People who have low self-esteem (LSE) experience greater anxiety about how they are viewed by their romantic partners and are more motivated by self-protection than high self-esteem (HSE) individuals. We reasoned that in comparison to HSEs, LSEs would experience greater evaluation anxiety and greater attempts to conceal this anxiety when in an insecurity-inducing situation. Ironically, trying to conceal emotional expression may lead to individuals to monitor their behavior, becoming highly aware of any anxiety cues exhibited and consequently, believing they have conveyed more than they actually have (i.e., signal amplification bias). In the first study, participants disclosed a mild, experimentally induced personal failure to their dating partners. Results revealed that LSEs, not HSEs, felt they had conveyed more anxiety than they actually had to their partners and reported being more concerned about conveying anxiety. In the second study, participants were randomly assigned to disclose a failure to their partners after being instructed that conveying evaluation anxiety was either harmful or harmless. Results revealed that individuals, regardless of self-esteem level, who were motivated to conceal their anxiety reported greater attempts to conceal their anxiety from their partner, greater monitoring of their behavior, and feeling they had conveyed more anxiety than those who were informed that communicating anxiety was harmless. We suggest that the present results represent an ironic monitoring process, whereby attempts to conceal the expression of emotion lead individuals to feel that the very emotion they wish to hide has been revealed.

## F17

**MEN, MUSCLES, AND BODY FAT: WHAT MEN WANT AND WHAT THEY (CORRECTLY) THINK WOMEN DESIRE.**

*Lisa Burklund<sup>1</sup>, David Frederick<sup>1</sup>, Leah Lagos<sup>2</sup>, Misoo Lee<sup>1</sup>; <sup>1</sup>UCLA, <sup>2</sup>Rutgers, New Brunswick* – Most research on male body image and women's dating preferences has focused on body fat level. We suggest that muscularity and athleticism are critically important dimensions of body image and women's body preferences as well. Study 1 (N = 100) reveals a large discrepancy between subjects current body and the ideal, average, and

women's preferred body. Men were asked to indicate how women perceive them given their current body and if they attained the level of muscularity they desired. Subjects believed women would perceive as sexier, more dominant, and possessing more social prestige if they gained the muscularity they desire. These findings mirror women's perceptions of nonmuscular vs. muscular men (see Frederick & Haselton, 2003). Study 2 (N=29) conceptually replicated study 1 but also revealed a large discrepancy between subjects current body and women's ideal sexual partner and ideal long-term dating partner. In study 3 subjects (N=102) also rated the sexiness of each image chosen. Subjects indicated their current bodies were not as sexy as their ideal bodies. Qualitative data on men's motivations to become more muscular/athletic reveal that attractiveness to women, male-male competition, and feeling healthier are most frequently cited reasons. In sum, the data confirm that men's current bodies are dissimilar from both men and women's ideals. The results suggest studies of male body image and women's dating preferences should focus on both body fat and muscularity, not body fat alone.

## F18

**ATTITUDES CAN IMPACT BEHAVIOR DIRECTLY: A META-ANALYTIC COMPARISON OF SPONTANEOUS VERSUS DELIBERATIVE CONDOM USE**

*Marcella B. Boynton<sup>1</sup>, Blair T. Johnson<sup>1</sup>, Dolores Albarracín<sup>2</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>University of Florida* – According to the Theories of Reasoned Action and Planned Behavior (TRA/TPB), attitudes exert their influence on behavior entirely through the mediation of intentions, whereas Fazio's (1990) MODE model posits that under spontaneous circumstances, attitudes may have a direct impact on behavior that is not mediated by intentions. Condom use studies provide behavioral contexts that can test these models' hypotheses; specifically, main partner condom use corresponds to a relatively deliberative context whereas casual partner condom use is a relatively spontaneous context. The authors retrieved and synthesized studies of condom use that correlated attitudes, intentions, and (future) behavior. Following the construction of weighted mean correlation matrices for the two contexts, path analyses were conducted. Consistent with the TRA/TPB, intentions maintained significant relations with behavior under both deliberative and spontaneous contexts. Yet, supportive of the MODE model, a direct attitudinal influence on behavior not mediated by intention was also significant in both cases. These patterns held up when attitudes toward the object replaced or supplanted attitude toward the behavior, except that, consistent with the MODE model, attitudes toward object significantly related to spontaneous behavior but not to deliberate behavior, even when attitude toward the behavior and intentions were controlled. Further analyses revealed a larger link between past behavior and future behavior for the spontaneous but not the deliberative condom use context, even when controlling for the other significant relations. Results are discussed in terms of models of behavior and methodological limitations.

## F19

**WHY DO STUDENT-ATHLETES UNDERPERFORM ACADEMICALLY?: THE IMPACT OF STEREOTYPE THREAT, AND THE ROLE OF SEX AND SELF-ESTEEM IN MODERATING THIS EFFECT**

*Darren J. A. Yopyk<sup>1</sup>, Catherine A. Sanderson<sup>2</sup>; <sup>1</sup>University of Massachusetts, Amherst, <sup>2</sup>Amherst College* – Student-athletes at highly selective colleges are commonly seen by classmates and faculty as less academically competent than are non-athletes. Moreover, although student-athletes do enter college with lower SAT scores than the average student, they perform worse academically than do non-athletes even when students are equated on their academic qualifications such as SAT scores. The present research examines one potential explanation for this underperformance, namely stereotype threat, and whether sex and various dimensions of self-esteem moderate this effect. One hundred and twenty-one recruited student-athletes at a highly selective college participated in a study on personality and problem solving. Students were ran-

domly assigned to read one of two reading comprehension passages (a description of the academic inability of student-athletes, in the threat condition, or of legacies, in the control condition) and then complete a brief math test. As predicted, student-athletes who read the athlete passage performed significantly worse on the math test than those who read the legacy passage. However, the debilitating effects of the athlete passage were moderated by sex as well as several dimensions of self-esteem. Although reading about the lower qualifications of student-athletes led to lower performance for men, women athletes were not impacted by receiving such information. Similarly, individuals with low athletic and general self-esteem were debilitated by the threat manipulation, whereas those with high self-esteem on these dimensions showed no such under-performance. Interestingly, academic self-esteem did not show such a buffering effect on math performance. The discussion focuses on the theoretical and applied implications of these findings.

## F20

**ATTACHMENT AS A PREDICTOR OF PSYCHOLOGICAL RESOLUTION AFTER ROMANTIC BETRAYAL** *Laurie L. Couch, David R. Olson; Morehead State University* – Romantic betrayal is an experience that has been associated with psychological and physical distress; however, little research has emphasized factors that may buffer or heighten one's negative reactions to the situation. Because research on attachment has suggested that certain styles may buffer the effects of stress, whereas other styles may lead one to be vulnerable to stress, it was hypothesized that one's style of attachment would be associated with the extent to which an experience with betrayal was psychologically resolved. In particular, it was hypothesized that securely attached individuals would experience greater forgiveness of the perpetrator and fewer feelings of "unfinished business" about the event over time than those with insecure attachment (i.e., anxious/ambivalent or avoidant attachment styles). Data were collected from 123 adult victims of romantic betrayal (55 males/68 females; mean age = 34.8 years). Each was asked to provide a detailed description of his/her betrayal experience, and each completed a measure of attachment (Hazan & Shaver, 1987) as well as measures indicating the extent to which he/she had forgiven the perpetrator of the betrayal (The Acts of Forgiveness Scale; Drinnan, 2000) and the extent to which he/she felt there was still emotional "unfinished business" to deal with concerning the event (The Unfinished Business Scale; Singh, 1991). Analyses of variance were conducted and revealed support for the hypotheses. In particular, those with secure attachment reported greater forgiveness of the perpetrator and fewer feelings of "unfinished business" about the betrayal than those with anxious/ambivalent or avoidant styles of attachment.

## F21

**DIFFERENCES IN PERCEIVED STIGMATIZATION ACROSS STIGMAS AND SITUATIONS** *Alecia Santuzzi; Tulane University* – Past research has indicated that individuals with salient stigmas showed enhanced perceptions of stigmatization from others (Santuzzi & Ruscher, 2002). However, other research has indicated that stigmas for which an individual may be held accountable (e.g., overweight) may yield self-blame rather than negative inferences about others (e.g., Crocker, Cornwell, & Major, 1993). The present study aimed to examine perceptions of stigmatization from others across types of stigma and situations. Individuals with low-accountability stigmas were expected to show more perceptions of stigmatization, compared to high-accountability stigmas, particularly in situations of greater uncertainty. One hundred forty undergraduates reported having stigmas with significant social implications and completed surveys that assessed perceived stigmatization in their residences and general public environments. Stigmas were divided into low (sex, ethnicity, and religion;  $n = 91$ ) and high (eating-related stigmas, skin conditions, and cosmetic surgery;  $n = 49$ ) accountability types to examine differences in perceived stigmatization. Results from a 2 (stigma: low v. high accountability)  $\times$  2 (situation: residence v. general public) mixed-model ANOVA showed that low-accountability stigmas

yielded more perceptions of stigmatization ( $M = 19.81$ ), compared to high-accountability stigmas ( $M = 15.44$ ),  $F(1, 138) = 6.65$ ,  $p = .01$ . Furthermore, a significant interaction between stigma type and situation,  $F(1, 138) = 5.46$ ,  $p = .02$ , indicated that more stigmatization perceptions emerged among low-accountability stigmas in general public environments ( $M = 23.88$ ), compared to residences ( $M = 15.75$ ). Perceptions of stigmatization may be enhanced in more uncertain environments if the stigmatized individual cannot make self-blame attributions.

## F22

**BEDTIME STORIES: NARRATIVE EXAMPLES OF THE SOCIAL EXCHANGE MODEL OF SEX** *Kathleen R. Catanese<sup>1</sup>, Kathleen D. Vohs<sup>2</sup>, Roy F. Baumeister<sup>3</sup>; <sup>1</sup>Case Western Reserve University, Cleveland, <sup>2</sup>University of British Columbia, Vancouver, <sup>3</sup>Florida State University, Tallahassee* – In two studies, a social exchange theory of sex was tested. The theory proposes that sexual interactions between men and women reflect basic economic principles of exchange and, moreover, that sex is a female resource to be distributed in exchange for non-sexual benefits. Because men desire sex more than women (Baumeister, Catanese, & Vohs, 2001), women are the least interested party in the sexual exchange relationship. Accordingly, women can control and trade sex to gain advantages such as love, commitment, or monetary resources. Two studies incorporating nine narrative scenarios tested the social exchange theory of sex. Participants evaluated scenarios such as those in which sex is requested after an expensive dinner date, addicts consider exchanging sex for drugs, and sexual activity occurs between a newly-introduced couple at a party. The crucial aspect of each scenario was the manipulation of gender of the character who exchanges the resource of sex for other benefits. Participants evaluated the scenarios on measures of realism, plausibility, likelihood, and believability. Results showed that scenarios in which females exchanged the resource of sex for other benefits were evaluated significantly more realistic, plausible, likely, and believable compared to scenarios in which males controlled the resource of sex. The findings were replicated across a university student sample and a community-based sample. These results provide support for the hypothesis that women control the resource of sex and that men confer non-sexual benefits in exchange for this resource.

## F23

**NONCONSCIOUS EFFECTS OF POWER ON THE PROCESS OF GOAL PURSUIT** *Pamela K. Smith<sup>1</sup>, John A. Bargh<sup>2</sup>, Anna Leshner<sup>1</sup>; <sup>1</sup>New York University, <sup>2</sup>Yale University* – People who have power are better able to achieve their goals than people who lack power. It is less clear how power affects the actual manner in which people pursue a particular goal. Power has been associated with approach and action, and powerlessness with withdrawal and inhibition. Similarly, the deliberative phase of goal pursuit is associated with impartially seeking information on all available options, whereas the implemental phase is associated with seeking information on the chosen option, due to a focus on planning and action. Thus, those without power should be more deliberative in their goal pursuit, and those with power, more implemental. Participants were first primed with low or high power or given a neutral prime. Then they were given the goal to create a trip using a travel website. Participants could view as much information as they wanted about three different websites both before and after they chose one website to use to achieve their goal. The groups behaved similarly before making a decision. After making their choice, however, the high-power participants looked at much more additional information about their chosen website than the other websites. Although they had already committed to a website, low-power and control participants looked at this new information more even-handedly. A similar pattern emerged with the amount of time participants spent reading information. This increased level of post-decisional implemental behavior in participants primed with high power provides further support for a link between power and the behavioral approach system.

**F24**

**PREDICTING THE INTENTIONS AND BEHAVIOR OF OTHERS: FACTORS AFFECTING ACCURACY** Gregg Gold<sup>1</sup>, Shelley Taylor<sup>2</sup>, Bertram Raven<sup>2</sup>, Haruki Sakai<sup>3</sup>; <sup>1</sup>Humboldt State University, <sup>2</sup>University of California Los Angeles, <sup>3</sup>Sapporo University – Making accurate predictions about others' intentions and behavior is important to successful social interaction. Here, the efficacy of different predictive strategies and their potential mechanisms were examined. In 3 studies, participants were assigned to one of three conditions: Making predictions about their own behaviors (criteria); role-playing criteria and making predictions (role); or simply making predictions concerning criteria (non-role). In Study 1, predictions concerned potential influence strategies. In Study 2, predictions concerned which personality traits a stereotyped group would endorse. In Study 3, predictions concerned a project planner's estimated starting and finishing times. Role-playing was hypothesized to allow the adoption of the cognitive mindset of targets and reduce stereotype use. This could allow for increased accuracy. Similar effects were not expected for non-role players. In Study 1 as expected, role-player's predictions were closer to criteria than non-role players predictions. Non-role players overestimated potential use of stereotypically harsh influence strategies. In Study 2, role-players were accurate making predictions regarding positive traits, but not concerning negative traits. For non-role players, results were reversed. In Study 3, role-players erred consistent with a mindset specific to planners, while non-role players did not. Overall results suggest role-playing can enhance or detract from predictive accuracy according to how accurate criterion subjects are in predicting their own behaviors. Equally important, two mechanisms were implicated in these effects for role-players: A reduced use of stereotypes, and adoption of the target's mindset.

**F25**

**STEREOTYPE THREAT IN MEN ON A FEMININE TASK** Anne M. Koenig, Alice H. Eagly; Northwestern University – Stereotype threat theoretically applies to any group of people if a relevant negative stereotype creates anxiety about confirming that stereotype (Steele & Aronson, 1995). This set of studies extends the bounds of stereotype threat in men into the feminine ability of social sensitivity. Social sensitivity, as tested by the Interpersonal Perception Task-15 (Costanzo & Archer, 1989), refers to the ability to understand the communication of others and decode nonverbal cues. It was predicted that men who were told the test was feminine in nature and that it showed a gender difference would be threatened and perform worse on the test than men who were told the test measured information processing. The first study found a significant interaction between gender of participant and threat condition, such that men performed significantly worse on the test in the threat condition compared to the control condition whereas women performed marginally better in the threat condition than the control condition. A motivation manipulation did not affect results. However, a second study intended to extend the original findings by including an implicitly invoked threat showed a weaker effect, such that both men and women performed worse in the explicit threat condition compared to the control condition but marginally better in the implicit condition. Combining the results of these two studies points toward the existence of stereotype threat for men on a feminine ability, but possible reasons for the weakness of the stereotype threat effect in men on a feminine task are discussed.

**F26**

**INTERACTION BETWEEN PERSONALITY AND ALCOHOL INTOXICATION IN PREDICTING AGGRESSIVE BEHAVIOR** Randolph C. Arnau<sup>1</sup>, Mitchell Berman<sup>1</sup>, Richard W. Hande<sup>2</sup>; <sup>1</sup>University of Southern Mississippi, <sup>2</sup>Eastern Virginia Medical School – One of the most replicated findings in the aggression literature is that acute alcohol intoxication facilitates aggression. This relation, however, is imperfect, and may be influenced by individual differences in aggressive predisposition

(Chermack & Giancola, 1997). Accordingly, we investigated whether two MMPI-2 aggression-related personality variables moderate the alcohol-aggression link. Forty men aged 21 and over consumed either vodka in ginger ale mixer (n = 17; Mean BAC = .10) or a placebo drink (n = 23). Aggression was assessed using a well-established laboratory measure of aggression (Taylor, Schmutte, Leonard, & Cranston, 1979). Aggression was operationalized as the number of "painful" shocks administered to a fictitious opponent during a competitive reaction-time game. Scores on the MMPI-2 Psychopathy-5 Aggressiveness and Disconstraint scales were used as personality predictors. A moderated hierarchical regression analysis was conducted with Aggressiveness, Disconstraint, and drink condition entered in the first step. In the second step, all two-way interactions were entered as predictors. Neither the Aggressiveness main effect nor any of the interactions with Aggressiveness were statistically significant, so Aggressiveness and its associated interaction terms were dropped from the model. In the final model, the interaction between Disconstraint and drink condition was significant (B = 1.23, p < .02). Examination of the interaction revealed a positive relation between Disconstraint and shock for intoxicated individuals, but not for sober participants. The model collectively explained a noteworthy proportion of the variance in aggressive behavior (R<sup>2</sup> = 21.5%). These results provide evidence that trait Disconstraint predisposes individuals to become aggressive when intoxicated.

**F27**

**IMPLICIT BICULTURAL IDENTITY AMONG MEXICAN AND ASIAN AMERICANS** Thierry Devos, Yukiko Yokoyama, Laura Ensminger; San Diego State University – The picture emerging from contemporary research on acculturation and social identity suggests that, at least under some circumstances, individuals can successfully internalize or identify with more than one culture. Previous research on multicultural identities relies almost exclusively on self-report measures. However, techniques assessing automatic or unconscious associations are particularly suitable to investigate the structure and processes underlying multicultural identities. The present research examined to what extent members of ethnic or cultural minorities implicitly identified with mainstream American culture and with their culture of origin. Samples of Mexican (Study 1) and Asian (Study 2) American undergraduate students completed two Implicit Association Tests (IATs) assessing separately the strength of identification with American culture and culture of origin (i.e., relative to symbols not linked to participants' cultural background). A third IAT contrasted directly the two relevant cultures. Results of both studies were highly consistent. Mexican and Asian Americans strongly identified with American culture. At the same time, they displayed strong implicit associations between self and culture of origin. The strength of both cultural identifications did not differ. Moreover, none of them prevailed when directly contrasted with one another. Taken together, these findings provide very clear evidence for a bicultural identity and they are inconsistent with models assuming that cultural identifications are mutually exclusive. In line with a dynamic constructivist approach, the present studies reveal rapid shifts in cultural identification within an individual. Importantly, the flexibility of bicultural identity emerged through assessments of thoughts that cannot be consciously controlled.

**F28**

**POLITICIZED COLLECTIVE IDENTITY: A NEW MEASURE OF POLITICAL SELF-DEFINITION** Carrie Langner; UC Berkeley – Collective identity refers to a self-defining membership in a social group based on shared characteristics (Deaux, 1996). This is a multidimensional construct that has been typically studied with regard to the dimensions of self-categorization, evaluation, and salience. One understudied dimension of collective identity is the meaning ascribed to one's identity. Past research has indicated that one potential source of meaning in collective identity is political ideology. However past research has not assessed political content as a component of identity. The aims of the current study

were to demonstrate that (1) the political component of collective identity is distinctive from other dimensions of collective identity, and (2) politicized collective identity predicts political involvement. Participants completed a new scale that measures the perceived association between a collective identity (race or gender) and political beliefs. A sub-sample participated in a later questionnaire study including: an open-ended description of the collective identity, ratings of other dimensions of the collective identity, and reports of political behavior. The results indicate that politicized collective identity is distinguishable from other components of collective identity and predicts political involvement. Further, participants who scored higher on the politicized collective identity scale were more likely to spontaneously include political content in open-ended definitions of collective identity. The relation between politicized collective identity and group consciousness is discussed. This work provides a new measure of politicized collective identity that can be applied across collective identity types and sheds light on one of the processes by which people may become politically active.

### F29

#### **MEMORY ORGANIZATION AND THE SLEEPER EFFECT IN PERSUASION**

*G. Tarcan Kumkale, Dolores Albarracín, Patrick Poyner-Del Vento; University of Florida* – The sleeper effect is defined as a delayed increase in persuasion observed when a discounting cue (e.g., noncredible source) associated with a message becomes unavailable or less accessible in memory over time. We tested the hypothesis that a sleeper effect can also be obtained when a credible source presents relatively weak arguments provided that people focus predominantly on the source. Participants ( $N=387$ ) received communications containing strong or weak arguments attributed to highly credible or noncredible sources and then completed measures of attitudes immediately after exposure and after a delay. Half of the participants focused on the arguments, whereas the other half focused on the source. Consistent with past research, we observed a traditional sleeper effect when strong arguments were presented by a low-credibility source and the recipients focused on the message ( $M1=0.50$ ,  $M2=1.29$ ,  $d = 0.41$ ). Specifically, recipients of strong arguments who initially focused on these arguments were less persuaded earlier than later in time because the effect of the noncredible source dissipated over time. Moreover, we observed a different type of sleeper effect when weak arguments were presented by a highly credible source and the recipients elaborated on the source. That is, recipients of weak arguments were initially less persuaded of the advocacy than they were after a delay, because the delay helped to dilute the discounting effect of the weak arguments ( $M1=0.17$ ,  $M2=0.95$ ,  $d = 0.52$ ). Findings are interpreted with regards to the role of memory organization in the longitudinal course of change in attitudes.

### F30

#### **THE BENEFITS OF KINDNESS: THE ROLE OF AGREEABLENESS IN ELICITING FRIENDSHIP, SIMILARITY AND TRUST**

*Brad Sheese, William Graziano; Purdue University* – Research has linked the personality dimension of Agreeableness to a variety of prosocial behaviors, attitudes and feelings. Research clearly shows that more Agreeable individuals are more likely to behave in ways that benefit others. The current research was designed to determine if more Agreeable individuals also elicit more prosocial behaviors, attitudes, and feelings from their interaction partners. Participants ( $N = 119$ ) were randomly assigned to interact with either a high or a low agreeable partner. Participants and their partners interacted for 45 minutes. During this time they engaged in a variety of cooperative and competitive activities. Following this interaction period the participant and their partner were separated and the participant was asked to rate the degree to which: they felt similar to their partner (similarity), they had become friends with their partner (friendship), they were a team with their partner (entitativity), and the degree to which they trusted their partner (trust). We anticipated that interacting

with a high agreeable partner would cause more feelings of similarity, friendship, entitativity and trust. The results were generally consistent with these hypotheses. Participants assigned to a high agreeable partner reported significantly higher feelings of similarity,  $F(1,118)=5.09$ ,  $p=.03$ , friendship,  $F(1,118)=3.77$ ,  $p=.05$ , and entitativity,  $F(1,118)=4.46$ ,  $p=.04$ . However there was no evidence that interacting with a high agreeable partner elicited more feelings of trust. These findings provide initial evidence that more agreeable individual may accrue benefits by eliciting more positive responses from interaction partners.

### F31

#### **THE EFFECTS OF VIOLENCE IN VIDEO GAMES ON COOPERATIVE AND COMPETITIVE BEHAVIOR**

*Joshua Chartier<sup>1</sup>, Brad Sheese<sup>2</sup>, Joey Mignogna<sup>1</sup>, William Graziano<sup>2</sup>; <sup>1</sup>Texas A&M University, <sup>2</sup>Purdue University* – Recent research has explored the link between playing violent video games and aggressive feelings and behaviors. However, the link between violent video games and cooperative behavior has received less attention. The current study experimentally manipulated violent video game content and examined its effect on cooperative behavior using a prisoner's dilemma paradigm. Participants ( $N = 48$ ) played a specially modified version of the video game Doom in teams of two. Teams were asked to complete a series of three-dimensional mazes and were told they would earn points for every maze they completed within twenty minutes. In the "violence" condition both players were provided with weapons and the mazes included computer-controlled opponents that would attack the two players. In the "no violence" condition, players had no weapons and there were no opponents within the mazes. Following the video game task players were separated and presented with a prisoner's dilemma type task where they could either decide to cooperate and potentially benefit both partners, or they could defect, and potentially benefit themselves at their partner's expense. Results,  $X^2(1, N = 24) = 5.04$ ,  $p = .025$ , indicate that teams in the violence condition ( $M = .50$ ,  $SD = .52$ ) were significantly more likely to have one or both partners choose to defect than teams in the no violence condition ( $M = .08$ ,  $SD = .29$ ). These results suggest that, in addition to increasing aggressive behavior, playing violent video games may undermine prosocial and altruistic motivation and promote competitive behavior.

### F32

#### **PREJUDICE AND PERSONALITY: LINKING AGREEABLENESS TO BIASES IN SOCIAL EVALUATIONS**

*William Graziano, Brad Sheese, Gunnur Karakurt, Jennifer Bruce, Meera Habashi; Purdue University* – Recent research has shown that individual differences in Agreeableness are related to prejudice against overweight women (Bruce et al., 2002). Specifically, it was shown that low agreeable individuals are more prejudiced against overweight women than high agreeable individuals. Additionally, research has shown that Agreeableness is also linked inversely to a more negative bias against out-group members (Habashi et al., 2002). Together these findings suggest that Agreeableness may be associated with a systematic bias in social evaluations. In particular, low levels of Agreeableness may be related to more negative social evaluations. The current research extends this line of research by examining bias against racial out-group members using ratings of attractiveness. Undergraduate participants ( $N=160$ ) rated 130 photographs of majority (White) and minority (Black, Hispanic and Asian) undergraduate students for their physical attractiveness. We hypothesized that low agreeable majority individuals would show a negative bias in rating the attractiveness of minority individuals relative to majority individuals. Results supported this hypothesis. Overall, less agreeable majority individuals were significantly more likely to show a negative bias in rating minority individuals. Further analysis indicates that this relation between agreeableness and bias is only found for majority males. Agreeableness was unrelated to bias in majority females.

## F33

**THE ROLE OF PERCEIVED FAULT IN THE REJECTION-AGGRESSION LINK** Jill Coleman<sup>1</sup>, Cynthia Pickett<sup>2</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>University of Chicago – While previous research has demonstrated that individuals sometimes turn to aggressive behavior in response to rejection (see Twenge & Campbell, 2003), the influence of perceived fault on this link is not well understood. The goal of the present work was to test the hypothesis that perceived fault might act as both a moderator and a mediator of the relationship between rejection and aggression. In Study 1, participants (N=60) were presented with a series of written scenarios describing an interpersonal rejection and were asked how they would respond if the scenarios actually happened to them. Two of the scenarios described the individual being at fault for the rejection (fault scenarios), while another two described the individual not being at fault for the rejection (no fault scenarios). The results indicated that participants were less likely to desire engaging in aggressive behaviors in response to the fault scenarios than in response to the no fault scenarios. In Study 2 (N=72), we manipulated rejection by having participants converse with a confederate over a computerized instant messenger program. The confederate's responses and feedback corresponded to one of three conditions: acceptance, rejection, and control. After the conversation, participants were given the opportunity to assign difficult tasks to the confederate, which was operationalized as a form of aggressive retaliation toward the confederate. A mediation analysis showed that participants' perceived fault for the outcome of the conversation mediated the effect of rejection on aggressive behavior.

## F34

**SENSITIVITY TO GENDER-BASED REJECTION: THEORY, VALIDATION, AND IMPLICATIONS FOR PSYCHOSOCIAL WELL-BEING** Bonita London, Geraldine Downey, Aneeta Rattan, Elizabeth Velilla; Columbia University – Gender discrimination research has typically focused on the consequences of discrimination experiences for women. However, discriminatory situations are often ambiguous. Given the same situation, why do some women perceive gender-based discrimination whereas others do not? To address this question, we applied Mendoza-Denton, et al.'s (2002) process model of sensitivity to status-based rejection to the domain of gender. The model proposes that experiences of rejection based on membership in a devalued group can lead to anxious expectations, ready perceptions, and intense reactions to rejection based on group membership, in relevant situations. This presentation describes the Sensitivity to Gender-Based Rejection (Gender RS) model, the development of a measure of anxious expectations of gender-based rejection, and two studies testing the utility of the model for understanding women's experiences at an elite university. In Study 1, results indicate that relative to women low in gender RS, those high in gender RS felt a lower sense of belonging at the university, self-silenced in academic domains, more readily detected sexism, and were more depressed. These findings held when controlling for sensitivity to rejection for personal reasons and gender-stigma consciousness. Study 2 shows that gender RS has implications for how college women perceive situations they encounter regularly: evaluation by senior male professors. When induced to expect such an evaluation, women high in gender RS experienced more negative affect and anticipated more discrimination based on their gender. The heightened aversiveness of typical academic experiences may lead high gender-RS women to disengage academically. Implications for psychosocial well-being are discussed.

## F35

**PREJUDICE, STEREOTYPES, AND PERCEIVED INTERGROUP THREAT: A REANALYSIS OF STEPHAN ET AL. (2002)** Kurt A. Bonieck; University of Central Arkansas, Conway – Using structural equation modeling, W. G. Stephan et al. (2002) tested an integrated threat approach to understanding the prejudice of Blacks and Whites. They surveyed 452 Black and 559 White students from six different universities

across the United States regarding their attitudes and beliefs towards the other racial group. Consistent with the integrated threat theory, structural equation analyses revealed that threats (realistic threats, symbolic threats, and intergroup anxiety) predicted prejudice in both the Black and White samples. Furthermore, the best fitting model indicated that these threats partially mediated the relation between negative stereotypes and prejudice. The present research tested the fit of alternative models to the Stephan et al. data. Based on structural equation analyses, the best fitting model was one in which prejudice predicted the threat variables and these relationships were partially mediated by negative stereotypes. All fit indices indicated that this model fit the data better than the models tested by Stephan et al. Implications of the results for classic and contemporary theories on the justification of prejudice are discussed.

## F36

**WHO SPENDS LEGITIMACY CREDITS? THE ROLE OF INTERNAL MOTIVATION IN SYMBOLIC DEMONSTRATIONS OF NONPREJUDICE** Laurie O'Brien<sup>1</sup>, Christian Crandall<sup>2</sup>; <sup>1</sup>University of California Santa Barbara, <sup>2</sup>University of Kansas – When people become aware of the discrepancy between their prejudices and their unprejudiced self-image, they engage in symbolic behaviors to reassure the self (Wicklund & Gollwitzer, 1981). Symbolic acts of nonprejudice provide individuals with "legitimacy credits" (Crandall & Eshleman, 2003). Once people have earned enough legitimacy credits, they may feel a diminished need to prove to themselves that they are unprejudiced. Participants who were given an opportunity to "hire" a highly qualified Black applicant, and thereby demonstrate their unprejudiced nature, were subsequently more likely to express prejudice (Monin & Miller, 2001). If it is highly important to people to be unprejudiced they should be unwilling to "spend" their legitimacy credits as freely as people for whom it is relatively less important to be unprejudiced. That is, individuals who think it is important to be unprejudiced (i.e. people who score high in the Internal Motivation to respond without prejudice, IMS, Plant & Devine, 1998), will not be cheaply bought. We tested this hypothesis in 99 White participants. As predicted, there was a significant interaction between internal motivation and the legitimacy credits manipulation,  $F(1, 95)=4.78, p<.05$ . After getting a chance to recommend a highly qualified black applicant, participants who scored low in IMS were subsequently more likely to recommend hiring a White person over a Black person for a stereotypically White job. Among participants who scored high in IMS, however, this legitimacy credit manipulation had no effect on their willingness to engage in subsequent prejudiced behaviors.

## F37

**DEVELOPMENT AND VALIDATION OF THE STATE MEASURE OF SELF-EXPANSION MOTIVATION** Crystal White<sup>1</sup>, Gary W. Lewandowski Jr.<sup>1,2</sup>, Arthur P. Aron<sup>2</sup>, Elaine Aron<sup>2</sup>; <sup>1</sup>Monmouth University, <sup>2</sup>State University of New York at Stony Brook – The self-expansion model states that people are motivated to enhance themselves and augment their self-efficacy by increasing their material and social resources, perspectives, and identities (Aron, Norman, & Aron, 1998). To this point, however, there has not been a measure that assesses the motivational aspect of the model. The present study establishes a measure of an individual's current need for self-expansion (i.e. a person's motivation to enhance identities, resources, and perspectives resulting in self-expansion). The State Measure of Self-Expansion Motivation (SMSEM) was normally distributed and yielded a Cronbach alpha of .92. Average inter-item correlation was .46. A factor analysis revealed a unifactorial solution (which accounted for 50.4% of the variance) by a scree test based on the unrotated eigenvalues. The measure is significantly and positively correlated (coefficients were in the .25-.34 range) with state motivation, positive mood, the agreeableness, openness, and conscientiousness dimensions of the Big Five, self-efficacy, and experience seeking. The State Measure of Self-Expansion Motivation was not related to measures of state anxiety, state self-esteem, negative mood, extroversion, neuroti-



cism, or sensation-seeking. A key test of content validity focused on the relationship between the SMSEM and recent self-expanding experiences (e.g. trying new items at a restaurant, reading materials on unfamiliar topics, visiting new places). Analyses revealed a significant relationship ( $r = .67$ ) between the variables suggesting that high self-expansion motivation is strongly related to self-expanding experiences. Taken together, these findings make the State Measure of Self-Expansion Motivation a promising tool for researchers interested in measuring self-expansion motivation.

### F38

#### **SELF-AFFIRMATION AND DISSONANCE: DO SEX DIFFERENCES IN SELF-CONSTRUALS DETERMINE THE TYPE OF AFFIRMATION THAT WILL "TAKE THE STING" OUT OF DISSONANCE?**

*Sandra Lackenbauer<sup>1</sup>, Etsuko Hoshino-Browne<sup>2</sup>, Mark Zanna<sup>2</sup>, Steven Spencer<sup>2</sup>; <sup>1</sup>University of Western Ontario, <sup>2</sup>University of Waterloo* – Recent research has demonstrated that women are more likely than men to have interdependent self-construals. The present study was designed to test the notion that affirming one's interdependent self would be more likely to "take the sting" out of dissonance for women than men. Using a free-choice paradigm, participants rated and ranked luncheon entrées for a Chinese restaurant that was ostensibly opening near the campus. Next participants were given a choice between two closely ranked entrées as a gift certificate, after which they either chose (from a list of six values) the most important value they shared with their family and friends and then wrote about why they shared this value (interdependent self-affirmation condition) or chose the most important value for themselves and then wrote about why this value was important to themselves (independent self-affirmation condition). Finally, participants rated the entrées for a second time. Due to the discomfort caused by dissonance, participants were expected to rationalize their decision by increasing the rating of the chosen entrée and decreasing the rating of the non-chosen entrée, (i.e., 'spreading' their evaluation of the alternatives following their decision), unless their sense of self-integrity was affirmed in some other way. The results indicated that when independent selves were affirmed females rationalized their decision, whereas males did not. In contrast, when interdependent selves were affirmed, males rationalized their decision, whereas females did not. The implication of these results for gender differences in self-construal and contingencies of self-esteem are discussed.

### F39

#### **RELATIONSHIPS AMONG SEX DRIVE, SOCIOSEXUALITY, AND LIFETIME NUMBER OF SEX PARTNERS.**

*Jennifer Ostovich, John Sabini; University of Pennsylvania* – Two studies examined the relationship between sex drive and sociosexuality, using a measure of sex drive developed by the authors (the Sex Drive Questionnaire; SDQ). Sociosexuality (measured by the Sociosexual Orientation Inventory, or SOI; Simpson & Gangestad, 1991) reflects the degree to which respondents are comfortable with casual sex. The SOI's authors have claimed that sex drive and sociosexuality are unrelated. However, the measure of sex drive they used to support this claim (frequency of sex within a committed relationship) seemed to us flawed. Our college-student participants (Study 1  $n = 277$ ; Study 2  $n = 221$ ) completed the SDQ and the SOI, and reported their lifetime number of sexual partners (LNSP). We found (and replicated, in Study 2) a moderate-to-strong (.34 to .70) relationship between sociosexuality and sex drive for both genders: the higher participants' sex drive, the more comfortable they were with casual sex. Additionally, sex drive and sociosexuality each significantly predicted LNSP for both genders (higher sex drive and greater comfort with casual sex are each related to a higher LNSP). Controlling for variance in sociosexuality reduced the correlation between sex drive and LNSP to zero; controlling for variance in sex drive did not reduce the correlation between sociosexuality and LNSP. Therefore, despite the finding that sex drive

and sociosexuality are related, sociosexuality is a predictor of LNSP independent from sex drive in both genders. We discuss these findings with regard to theory and research on sociosexuality.

### F40

#### **RESPONDING TO AN IDENTITY THREAT: THE RELATION BETWEEN DISENGAGEMENT AND COLLECTIVE IDENTITY**

*Christopher P. Motz, Kelly Carroll, Kim Matheson; Carleton University* – When faced with a challenge that serves to threaten self-esteem, individuals may reduce the impact of the threat by diminishing its perceived importance. For example, when group-based stereotypes about intellectual competence are made salient, students might psychologically disengage themselves from the academic domain in order to protect their self-esteem. The present study examined whether individual differences in levels of disengagement with a given domain served to protect group members' esteem when confronted with a threat to their identity. Participants' ( $N=150$ ) (dis)engagement with the academic domain was premeasured. The competence of students sharing their institutional affiliation was then either challenged or affirmed, and subsequent levels of academic disengagement, and collective identification were measured. It was observed that the effect of the identity threat on collective esteem was not moderated by students' engagement with the academic domain in general. Instead, levels of disengagement and their effects appeared to be responsive to the situation. Specifically, when the group's competence was challenged, levels of disengagement were higher than when its competence was affirmed. Further, when challenged, situational disengagement from the academic domain was associated with enhanced private and public collective esteem. Irrespective of threat condition, levels of disengagement were negatively associated with the importance attributed to the identity. These findings confirm that disengagement from a specific domain is highly sensitive to contextual cues. Disengagement in the face of an identity challenge provides a key defensive function, serving to diminish the importance of the identity, yet mitigating the impact of the threat on collective esteem.

### F41

#### **MAKING THE GRADE: PERSONALITY CORRELATES OF ACADEMIC SUCCESS**

*Seth Wagerman, Lisa Greve, Lawrence Wright, David Funder; University of California, Riverside* – University admission boards currently rely on the customary predictors of academic achievement – aptitude test scores and high school grade point average. Evidence has shown, however, that alternative variables may be just as important and possibly more equitable in predicting achievement. The current study examined the relationship between personality ratings of college students, using the California Adult Q-Sort (CAQ), and cumulative college GPA in their senior year (GPA). In order to assess possible differences in the patterns of relationships between personality and GPA, we examined self-ratings ( $N=153$ ), informant ratings ( $N=132$ ) and clinician ratings ( $N=134$ ) of personality. GPA correlated significantly with 31/100 self-rated CAQ-items, including the ability to vary roles and a readiness to feel guilt; 31/100 CAQ-items rated by an informant, including having a high level of aspiration and persistence in the face of adversity; and 29/100 clinician-rated CAQ-items, including being critical and an ability to delay gratification. Further, there appeared to be 10 key CAQ-items that correlated significantly across all raters, most remarkably productivity (mean  $r = .40$ ), having a high degree of intellectual capacity (mean  $r = .26$ ), being fastidious (mean  $r = .25$ ), being dependable (mean  $r = .24$ ) and valuing intellectual matters (mean  $r = .22$ ). Strength of association varied across raters such that, for example, self-rated intelligence was unrelated to GPA ( $r = .11$ ) while clinician-rated intelligence showed a strong association ( $r = .45$ ). These results suggest that personality variables can add valuable and unbiased information to efforts at understanding and predicting academic success.

**F42****THE IMPACT OF PERSONALITY AND LEADERSHIP STYLE ON SATISFACTION WITH LEADERS**

*Heather Williamson, Kelli Taylor; Virginia Commonwealth University* – Existing research on personality focuses primarily on the traits and behaviors of leaders and the effects on their followers. One area that has been neglected is the personality traits of the followers and their response to transformational or transactional leader's style and whether or not gender plays a role in how one perceives gender differences thus, impacting satisfaction for leadership style. An experiment involving sixty-five men and ninety-eight women was conducted. The study focused on the participants' personality dimensions (based on the "Big Five") and gender to predict participants' satisfaction for transformational or transactional leadership style. Participants read occupational scenarios exhibiting either a transformational female or male leader or a transactional female or male leader, completed the NEO-PI, and completed a satisfaction questionnaire about the leader in the leadership scenario. Hierarchical multiple regressions were run with personality traits and leadership styles as predictor variables, and satisfaction with leaders as criterion variables. Results indicate that the personality dimension conscientiousness and transformational leadership subcategories of idealized influence and individual consideration significantly predicted satisfaction with the current leader. In contrast, agreeableness and management-by-exception (active and passive) was found to negatively predict satisfaction with current leader. Inconsistent with predictions, gender of the participant did not predict satisfaction with leaders based on gender of the leader in the leadership scenarios. The present study provides evidence for the influence of transformational leadership and personality traits of conscientiousness and agreeableness on satisfaction with leaders. Implications and future directions will be discussed.

**F43****WHO'S CRITIQUING MY WORK? GOAL ORIENTATION'S INFLUENCE ON REACTIONS TO FEEDBACK FROM INGROUP OR OUTGROUP MEMBERS**

*Suzanne E. Juraska, Jill Coleman, Ying-Yi Hong; University of Illinois, Urbana-Champaign* – Goal orientation has been theorized as providing a perceptual-cognitive framework for interpreting and responding to information (see Ames, 1992). In order to understand how this phenomenon would operate in conjunction with the basics of social identity theory, the present study investigated whether individuals' goal orientation would influence responses to performance feedback from ingroup and outgroup members. Individuals with a mastery goal orientation are concerned with improving their skills and competencies; it was hypothesized that group membership would not be salient and individuals would focus on the task feedback itself. In contrast, individuals with a performance goal orientation are concerned with comparisons with others; it was hypothesized that group membership would be salient, leading to different responses to feedback from ingroup or outgroup members. 80 undergraduate students completed a writing task, a puzzle task, and attitude measures in this study. Participants were given writing task instructions to elicit either a state mastery or performance goal orientation. After the writing task, participants received identical writing task feedback that was believed to be from either a fellow university student (ingroup) or a nearby college student (outgroup). ANOVA results indicated significant interactions between goal orientation and feedback for subsequent writing task performance. Additionally, significant interactions were also observed on a secondary task for which feedback was not provided, as well as on feedback appropriateness attitudes. Results suggest that goal orientation may influence individuals' responses to ingroup or outgroup members. This research has implications for providing effective feedback in academic and workplace settings.

**F44****DOES ATTACHMENT STYLE INFLUENCE THE PROPENSITY TO FORGIVE?**

*Everett Worthington, Kelli Taylor, Jeni Burnette; Virginia Commonwealth University* – Given the current interest in attachment style and implications on relationship functioning, the present study examined the relationship between attachment style and propensity to forgive relationship partners for transgressions. Individuals with insecure attachment representations are vulnerable to a myriad of maladaptive behaviors, including negative coping, rumination, low self-esteem, and negative interpersonal relationship functioning. Although intuitively insecure attachment representations should be related to a decrease in levels of forgiveness in interpersonal relationships, this relationship has not been investigated empirically. To test this relationship, 157 undergraduate men and women were recruited to participate in a study on relationship functioning. Participants completed the Experiences in Close Relationships (ECR) scale, the Single Item Forgiveness Scale, the Transgression Narrative Test of Forgiveness (TNTF), and the Transgression-Related Interpersonal Motivations Inventory. Levels of anxiety and avoidance were used to predict the level of forgiveness in individuals. Results suggest that, contrary to hypotheses, anxiety was significantly predictive of unforgiveness, while avoidance was related to higher levels of forgiveness. In examining the four category representations of attachment on propensity to forgive a MANOVA indicated that preoccupied individuals were less likely to forgive transgressions than were secure or dismissing individuals. Given the associations between attachment and forgiveness, future studies should manipulate transgressions in order to determine the effect of transgression levels on ability to forgive partners, and the role attachment style may play in this relationship.

**F45****MORE FOREST THAN TREES WHEN ODDS ARE LOW: PROBABILITY CHANGES THE NATURE OF THE PROBLEM**

*Amir Goren<sup>1</sup>, Alexander Todorov<sup>1</sup>, Yaacov Trope<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>New York University* – Three experiments demonstrate that probability alters participants' mental construals of various decision prospects. Under low probability, participants are likely to focus only on the superordinate features of a prospect, whereas under high probability, they are likely to focus on both superordinate and subordinate prospect features. In all three experiments, prospects involved the possibility of winning various prizes (e.g., books, dinner, theater tickets) at either high (near certainty) or low (e.g., 1%) probability. In all prospects, the superordinate features were represented by desirability, whereas the subordinate features were represented by feasibility. In Experiment 1, highly desirable (and not very feasible) prospects were preferred much more strongly to less desirable (and highly feasible) prospects under low probability than they were at high probability. Experiment 2 obtained similar results with money, rather than just ratings of prospect attractiveness. In Experiment 3, desirability and feasibility were manipulated orthogonally, and participants' reasons for deciding as they did were recorded and coded. The data showed that the changes in preferences were driven primarily by greater attention to feasibility features at high (vs. low) probability. The findings support and help identify the cognitions underlying mental construal. Moreover, the findings contradict the independence assumption (i.e., that probability and value are independent) of major models of decision making, suggesting instead that subjective decision values are a direct function of probability.

**F46****POLITICAL (E)MOTIVATION: INTERGROUP EMOTIONS AND INTENTIONS TO PARTICIPATE IN POLITICAL ACTION**

*Aarti Iyer, Colin Wayne Leach; University of California, Santa Cruz* – Racial inequality is powerful and pervasive, yet people participate in political action to challenge it. We use the intergroup emotions framework to consider how members of advantaged groups come to take part in this type of political effort. In the present study (N = 300), we examine the anteceded-

ents and political consequences of European American undergraduates' feelings of intergroup guilt and outrage about racial inequality at their University. Results indicated that guilt and outrage are based in different patterns of appraisals. Guilt resulted from blaming the ingroup as responsible for the inequality. However, participants who held a subset of the ingroup responsible for the inequality experienced lower levels of guilt. Outrage was based in blaming systemic policies and practices for the inequality. Appraising the ingroup as having power to challenge the inequality also led to more feelings of outrage. Guilt and outrage also had different implications for participation in political action. Guilt was associated with the political goal of making restitution for the inequality, and led to political action intentions to make restitution. Outrage was associated with the goal of restitution, as well as the goals of challenging the political status quo and confronting those responsible for the inequality. Outrage also led to political action intentions that sought to achieve these goals. Thus, outrage appeared to be a more active emotion than was guilt. Our results show that guilt and outrage are based in different appraisals of the inequality and have different implications for political goals and behavior.

#### F47

**REACTIONS TO ROMANTIC COMMUNICATION: THE ROLE OF ATTACHMENT, SELF-ESTEEM, AND THE TRIARCHIC THEORY OF LOVE** *Kelli Taylor, Donelson Forsyth, Virginia Commonwealth University* – Little is known about how individuals respond to romantic communications from their partners, particularly written communications. However, the empirical literature suggests that individual differences in attachment predict communication quality and empathy. Thus, two experiments examined the implications of attachment, self-esteem, and the Triangle Theory of Love on reactions to romantic communications. In study one 155 Psychology Students read one of 12 variations of a romantic communication and completed items describing the writer of the letter, and their reactions to the communication, and completed the ECR, and SEI. Study 2 was similar in design to study one, except 140 participants received an email love letter and answered the accompanying questionnaires via the web. Three hierarchical regressions examined the predictive value of anxiety and avoidance and self-esteem on reactions to the letter. Results of study 1 suggest that individuals with lower self-esteem and high anxiety are more likely to react negatively to love letters lacking commitment. Results for study two also indicated that anxiety was significantly predictive of negative reactions to the love letter. However, self-esteem and avoidance did not predict negative or positive reactions to the love letter. A MANOVA suggested that individuals reacted negatively to love letters lacking commitment and intimacy, and positively to those that included all three love conditions. The current findings provide insight into the nature of attachment representations and self-esteem on reactions to romantic communications. Implications and future directions are discussed.

#### F48

**DANGEROUS MOVES: RACE, THREAT, AND MOTION** *Phillip Atiba Goff<sup>1</sup>, Y. Susan Choi<sup>2</sup>, Jennifer L. Eberhardt<sup>1</sup>, Nalani Ambady<sup>2</sup>, Negin Toosi<sup>1</sup>*; <sup>1</sup>Stanford University, <sup>2</sup>Harvard University – Is Black movement perceived as more threatening and aggressive than White movement? In a large number of cases where police have mistakenly shot unarmed citizens—many of whom are Black—police later report that the victim's movement was threatening and aggressive. Could it be, then, that the violent and sometimes deadly use of force in these cases is guided in part by racialized conceptions of movement and threat? In an attempt to answer this question, we recruited fifty-five White participants, or "judges," to watch several ambiguously aggressive movements performed by thirty-six Black and twenty-seven White male "walkers". These walkers were filmed as silhouettes. Subsequently, we digitally blurred

their heads, masking non-movement-related racial cues. The judges either made judgements about each walker's racial identity and stereotypicality, or rated each walker in terms of how threatening and aggressive he was. Results of this study revealed that Black walkers were rated higher on stereotypicality, threat, and aggressiveness than were White walkers. For Black walkers, ratings of stereotypicality were positively correlated with ratings of threat and aggressiveness. For White walkers, ratings of stereotypicality were negatively correlated with ratings of threat and aggressiveness. Furthermore, White walkers with the highest ratings of threat and aggressiveness were more often misidentified as Black. These differentiated perceptions of threat and aggression for the same movements performed by Black and White males demonstrate that movement is racialized and may play an important role in person perception.

#### F49

**HIRING DISCRIMINATION AGAINST WOMEN: THE ROLE OF BIASED JUDGMENT STANDARDS** *Eric Uhlmann, Geoffrey Cohen, Yale University* – Job discrimination can occur if the standards of merit are unspecified and can thus be defined in a biased manner. In two studies, the gender of a job applicant did not affect the perceived strength of his or her credentials (i.e., no gender stereotyping occurred). However, applicant gender affected the standards used to define merit. In predicting success, participants inflated the importance of the male applicant's strengths, and downplayed the importance of his weaknesses. No such favoritism occurred for the female applicant—the result being job discrimination against women. Ironically, participants who saw themselves as highly objective were more likely to set biased standards and discriminate against female applicants. Commitment to standards prior to disclosure of the applicant's gender eliminated gender bias in hiring, suggesting that bias in the definition of merit plays a causal role in discrimination.

#### F50

**AVOIDANCE AND FALSE MEMORIES OF ATTACHMENT WORD LISTS: A CATEGORY STRUCTURE APPROACH** *Carol L. Wilson, Jeffrey A. Simpson, Steven M. Smith, Texas A&M University* – According to attachment theory (Bowlby, 1969, 1973, 1979), individuals' internal working models of relationships should influence perceptions of partners and relationship events. More recently, theorists have proposed that attachment orientation also influences misperceptions, or the recall and reconstruction of happenings that never actually occurred - i.e., false memories (Collins & Allard, 2001). Whereas previous research on attachment avoidance and memory has focused on autobiographical memories, encoding selectivity, rates of forgetting, and concept accessibility, the issue of individual differences in false memories based on attachment has not been addressed. In the current research, a well-validated false memory paradigm from cognitive psychology was used to examine the hypothesis that avoidant individuals will falsely recall relationship themes and associations most relevant to their attachment working models. 218 participants were primed by writing about either a supportive or unsupportive relationship experience, and then listened to 11 word lists (3 neutral, 8 attachment-thematic) presented via audiotape followed by a category-cued recall test. Results showed that highly avoidant participants, in general, exhibited greater false recall and reported higher confidence in their false recall of avoidant-thematic lists (i.e., rejection-hate, death) relative to less avoidant participants, although primarily after writing about a supportive relationship experience. In contrast, no attachment differences in false recall were found on the non-attachment neutral lists, as expected. Results have implications for attachment differences in defensive information processing, particularly when thinking about unsupportive relationship events, and for avoidant individuals' tendency to make inappropriate attributions in the face of incongruent contextual cues.

F51

**HEAR NO EVIL, SEE NO EVIL: THE ROLE OF CULTURAL WORLDVIEWS IN INDIVIDUAL PERCEPTIONS OF EVILNESS**

*Dario Cvencek; University of Washington* – The present research investigated the idea derived from terror management theory that perceptions of evil are culturally determined. A pilot study ( $n = 267$ ) was used to develop a 21-item measure of college students' perceptions about evil across three severity levels (low, medium, high). In Study 1, Belief in Just World was found to predict higher ratings of evilness for items depicting moral and legal transgressions without any information about the perpetrator. Study 2 showed that, when cultural similarity is experimentally manipulated, only actions low in evilness are considered more evil when committed by culturally dissimilar perpetrators. In addition, Study 3 revealed a significant effect of mortality salience only for low evil items. The implications of these results in regard to the claim that ratings of evil depend, at least in part, on the explanatory power of cultural worldviews are briefly discussed.

F52

**ATTITUDES AS ATTRACTORS: TOWARD DYNAMICAL SYSTEMS OF BELIEFS AND VALUES**

*Hironaki Morio<sup>1</sup>, Andrzej Nowak<sup>2</sup>; <sup>1</sup>The University of Tokyo, <sup>2</sup>Florida Atlantic University* – This study assessed whether dynamical properties of attitudes can be used to predict attitude change. In social psychology, attitudes have been defined as dispositions that are stable over time but also as mental states that are malleable in response to external influences. To solve this paradox, I proposed that attitudes should be conceptualized as fixed-point attractors for momentary evaluations that fluctuate over time. In dynamical systems, an attractor corresponds to a stable equilibrium toward which a system evolves. This conceptualization allows us to distinguish attitudes that are rather stable in a short time frame from momentary evaluations that fluctuate over time due to noise and external influence. To investigate this conceptualization, I utilized the mouse paradigm (Vallacher & Nowak, 1994) to assess momentary evaluation. A procedure developed by Johnson & Nowak (2002) was adopted to calculate an instability index and to identify the number of attractors in participants' mouse-generated trajectories of momentary evaluation. Attitude topics were behaviors considered either acceptable or unacceptable by the majority of society. The majority viewpoint (i.e., normative attitude) for each behavior was assumed to function as a stable fixed-point attractor. The results supported this claim. Participants' attitudes tended to shift toward the normative behavior-specific attractor over time. When the initial attitudes were congruent with the norm, moreover, participants with multiple attractors showed greater attitude change than did those with a single attractor. This study demonstrated the usefulness of the concept of attractor in studying attitudes

F53

**MULTIDIMENSIONAL ACCULTURATION, ACCULTURATIVE STRESS AND PERSONALITY CORRELATES OF UNIVERSITY STUDENT ADJUSTMENT**

*Kathryn Doran<sup>1</sup>, Steven Klimidis<sup>1,2</sup>, Harry Minas<sup>1,2</sup>; <sup>1</sup>The University of Melbourne, <sup>2</sup>St. Vincent's Hospital, Melbourne* – According to the World Bank, the demand for tertiary education from first world countries (including Australia) is increasing among both local and international students. With globalisation, students are increasingly exposed to a world-based mass media and might be considered to occupy an increasingly shared cultural environment. This research explores the relevance of the acculturation concept among both international (temporary resident status) and migrant (permanent resident / citizen status) self-identified Chinese students at a metropolitan university in Australia, and the differential relationship between the various acculturative dimensions to both physical and mental health, social connectedness and academic adjustment indicators, in the context of personality (Extraversion, Neuroticism, Loci of Control, Coping Styles). The study controls for relocation and being enrolled in a university course (by

means of two comparison groups: Australian country / rural / interstate 'relocated' students and Australian 'local' metropolitan students). Results from a survey of 544 undergraduate students at a metropolitan Australian university show the various dimensions of acculturation to be differentially associated with psychosocial well-being and academic adjustment. The overall stress burden and high levels of probable psychopathology among all students are discussed. Implications of the research findings are considered, with particular reference to: the validity of acculturative stress construct within multicultural Australia; the relative independence of academic adjustment indicators and other measures of psychosocial well-being; and the enduringly strong influence of personality on psychosocial adjustment across cultural groups.

F54

**ATTRIBUTIONS TO DISCRIMINATION AND THE PSYCHOLOGICAL CONSEQUENCES OF EXPOSURE TO PREJUDICE AMONG MEMBERS OF HIGH STATUS VS. LOW STATUS GROUPS**

*Wendy J. Quinton; California State University, Long Beach* – A great deal of research has investigated attributions to discrimination and the self-esteem consequences of exposure to prejudice among members of low status groups. Very little research, however, has compared the responses of members of low status groups to members of high status groups or examined the consequences of exposure to prejudice for perceived control. The present research directly compared attributions, self-esteem and affect, and perceived control among members of low vs. high status groups in potentially discriminatory and nondiscriminatory situations. Low and high status group members (women and men,  $N = 81$ ) received a negative evaluation from a cross-status peer who expressed either non-prejudiced or prejudiced attitudes toward members of the participant's group. Participants then made attributions for their negative evaluation, completed self-esteem and negative affect measures, and completed multiple indices of perceived control, including both self-report measures (situation specific control, domain specific control, control over other domains) and a behavioral index (persistence on an unsolvable anagram task). Results indicated that women were more likely than men to attribute a negative evaluation from a prejudiced evaluator to discrimination. Women also had significantly lower self-esteem and higher negative affect than men after receiving negative feedback, regardless of whether their evaluator held prejudiced or non-prejudiced attitudes. There were no differences between women and men on any of the control measures, and there was no evidence that exposure to prejudice affected perceived control. These results point to social status as an important moderator in the psychological study of targets of prejudice.

F55

**MORAL OUTRAGE AND GUILT AS PREDICTORS OF DIFFERENTIAL HELPING BEHAVIOR ON BEHALF OF THE DISADVANTAGED**

*Sabrina Pagano, Yuen Huo; University of California, Los Angeles* – Prior research has found that moral outrage and guilt, as justice-based emotions, may predict different forms of helping behavior. The present survey study sought to examine whether guilt and moral outrage in reaction to the situation in Iraq predicted willingness of the advantaged to endorse different forms of helping for the disadvantaged (the Iraqi people). Specifically, we hypothesized that moral outrage would lead to more endorsement of system change as a form of helping (i.e., "preventative helping," such as encouraging one's congressperson to support political reforms in Iraq), whereas guilt would lead to more endorsement of humanitarian aid as a form of helping (i.e., "reparative helping," such as donating money to an organization providing basic assistance to the Iraqi people). We developed measures of moral outrage, guilt, and helping that were contextualized to the situation in Iraq. Reliability analyses indicated that our measures were internally consistent. Consistent with hypotheses, moral outrage was a strong and significant predictor of preventative helping, while guilt was unrelated to preventative helping. However, both guilt and moral outrage predicted reparative

helping. Preliminary results therefore provide evidence for the utility of justice-based moral emotions, particularly moral outrage, as motivators of helping behavior in the context of real-world events. Preventative helping, in particular, is an important form of helping, as it is broad-based and long-term; therefore, moral outrage may be an effective mechanism for motivating the advantaged to help the disadvantaged.

#### F56

**REDUCING SOCIAL UNCERTAINTY USING DESCRIPTIVE NORMATIVE INFORMATION** *Jessica Nolan, P. Wesley Schultz; California State University San Marcos* – The goal of this study was to determine whether or not social uncertainty plays a role in a person's decision to conserve energy at home. Individuals may hesitate to conserve because they perceive that their efforts will be wasted if not enough other people take action. Social uncertainty might be reduced by providing participants with descriptive normative information about the conservation behavior of others. Approximately 600 households were randomly assigned to receive descriptive normative information, standard information, or no information once per week, for four weeks. Following the intervention, face-to-face interviews were conducted with residents; items on the survey measured environmental concern, normative beliefs, and self-reported energy conservation behavior. Results showed that households in the descriptive group reported higher expectations for neighbor's home energy conservation behavior and scored higher on a self-report item that asked how frequently they attempted to conserve energy in the past month. Household energy consumption data from utility meters are also reported. We conclude that providing descriptive normative information about the energy conservation behavior of others reduces social uncertainty and leads to greater attempts to conserve energy.

#### F57

**CAN A STATISTICAL ARTIFACT MAKE CONFLICT APPEAR GOOD FOR MARITAL SATISFACTION?** *Gwendolyn Seidman, Amie Green, Eshkol Rafaely, Patrick Shrout, Niall Bolger; New York University* – Research on couples has suggested that some conflict behaviors, though detrimental to marital satisfaction at the time they occur, can be beneficial in the long run, leading to increased satisfaction. However, there has been some speculation that this surprising finding is merely a statistical artifact. In the current work, we use statistical simulation methods to test one scenario that can lead to artifactual findings. We simulated data that follow a model in which marital satisfaction today is decreased by today's conflict, but not directly decreased by yesterday's conflict. In addition, the model assumes that different couples have different baseline levels of marital satisfaction, and that yesterday's satisfaction level is related to today's satisfaction. When the simulated data are analyzed with models that include yesterday's conflict, an artifactual result is obtained. It appears that this prior conflict increases satisfaction, when we know it does not, having simulated the data to include no such effect. This bias can be observed in both panel analyses of two adjacent time points and in multilevel analyses of three weeks of simulated data. However, the bias does not necessarily explain the reported delayed benefits of conflict in the literature. We found that the amount of bias varied with the patterns of conflict events that are observed in actual data. When conflict events were correlated within and between person, the multilevel analysis of multiple time points eliminated the bias, but the panel analysis of two time points did not reliably eliminate the bias.

#### F59

**THE EFFECT OF ETHNICITY ON EVALUATIVE CONDITIONING AND THE SPREADING ATTITUDE EFFECT:** *Eva Walther, Tina Langer; University of Heidelberg* – Previous research has shown that attitude formation and change is not confined to the co-occurrence of an attitudinal object with an (unconsciously) evaluated experience (Walther, 2002). Within an evaluative conditioning paradigm, it was demonstrated that the pairing of a target with a (dis)liked person not only affects the

evaluation of the previously neutral person, but “spreads” to other individuals who are (pre)associated with the target (spreading attitude effect). The present studies investigated the influence of different ethnicity on the spreading attitude effect. In two studies pairs of Caucasian male faces were compared with “mixed” pairs (i.e., pairs in which one face was a non-Caucasian face) in its influence on evaluative conditioning and the spreading attitude effect. Results indicated that conditioning effects and spreading effects could be obtained not only in pairs of similar ethnicity but also in mixed pairs. Direct as well as indirect attitude measures showed that aversive conditioning effects were even more pronounced in mixed pairs. However, the opposite pattern emerged when participants were aware of the different ethnicity.

#### F60

**DISCRIMINATION AS A TRAUMATIC EVENT: IMPLICATIONS FOR PSYCHOLOGICAL AND NEUROENDOCRINE FUNCTIONING** *Kimberly Matheson, Iman Ofleh, Owen Kelly, Hymie Anisman; Carleton University* – Much like the impact of other chronic stressors, belonging to a stigmatized group may provoke adverse psychological, social, and physiological effects. However, there are substantial individual differences among members of any given group. As members' experiences with discrimination likely vary, the present study examined whether such experiences could account for variation in psychological well-being and neuroendocrine activity (levels of salivary cortisol). Women (n=72) and members of visible minority groups (n=39) reported on their history of traumatic life events (Kubany et al., 2000) including discrimination, as well as symptoms of depression (Beck Depression Inventory), anxiety (Beck Anxiety Inventory) and posttraumatic stress (Impact of Events Scale-revised). In addition, salivary cortisol levels were measured at multiple time points during the study. Although neither women nor visible minorities showed overall compromised well-being, past discriminatory experiences were uniquely predictive of all three symptomatology, with correlations ranging from .24 to .36 among women, and from .45 to .54 among minorities. In addition, among visible minority group members reporting discrimination, cortisol levels were significantly lower in response to stressor cues. The finding of suppressed cortisol levels among visible minorities reporting discrimination was replicated in two subsequent studies, as was the lack of a difference in cortisol levels among women. Thus, although both women and minorities clearly showed signs of psychological distress associated with discrimination, among visible minorities, there was further evidence of suppressed neuroendocrine functioning. This compromised functioning is reminiscent of that found among individuals with PTSD symptoms stemming from other severe or chronic trauma experiences.

#### F61

**A MULTIDIMENSIONAL APPROACH TO THE ANALYSIS OF SELF-PERCEIVED MATE VALUE AND SOCIOSEXUALITY** *Jenee James, Nicole Buttermore, Lee Kirkpatrick; College of William and Mary* – The role of self-perceived mate value, or perceived desirability to the opposite sex, has received much theoretical attention in terms of its potential influence on sociosexual orientation, or mating strategy. The present study attempts to clarify and extend previous research findings in this area by reconceptualizing and measuring both mate value and sociosexuality in the context of multidimensional models. Following Kirkpatrick and Ellis (2001), self-perceived mate value is conceptualized as one of several evolved domain-specific “sociometers,” or self-assessment mechanisms, designed to monitor status and success in functionally distinct adaptive domains. Accordingly, we are able to determine the unique predictive power attributable to mate value by analyzing its relationship with sociosexuality in the statistical context of global and other relevant domain-specific measures of self-esteem. With respect to mating strategies, sociosexuality is conceptualized and measured as comprising at least two distinct dimensions: In addition to distinguishing sociosexual attitudes from (previous) sexual behavior, we investigate the possibility that the distinc-

tion between long-term/restricted orientation and short-term/unrestricted orientations may be better measured and conceptualized as two separate dimensions rather than as a single bipolar dimension. Participants completed measures of domain-specific self-esteem, including self-perceived mate value, as well as measures of sociosexuality and related constructs. Analyses suggest that mate value is uniquely predictive of both sociosexual attitudes and behaviors above and beyond global and other domain-specific measures of self-esteem, and that a three-dimensional model of sociosexuality is potentially useful.

**F62****COMMITMENT AS A PREDICTOR OF PSYCHOLOGICAL WELL**

**BEING** *Jeff Adams; High Point University* – Researchers who study commitment often view it in instrumental terms, emphasizing its role in various kinds of overt behaviors (e.g., accommodative behavior in romantic relationships, productivity in the workplace, etc.). From this perspective, commitment is beneficial because it increases the probability that one will obtain positive outcomes in one's life and, as a consequence, experience greater satisfaction with one's endeavors. Although this approach has contributed significantly to our understanding of commitment as an agent of personal and professional accomplishment, it sheds little light on how commitment operates as a mechanism of one's self-definition or a shaper of one's outlook on life. Is it possible that commitment is important not only because of what it allows people to do, but also because of what it reflects about who people are? The present study was designed to examine this question. Results of correlational analyses revealed that people who pursue commitments enthusiastically tend to have more positive views of themselves and their abilities, have more optimistic and hopeful visions of the future, are more successful academically and socially, and are less stressful, lonely, and cynical than people who view commitments as burdens. Importantly, these associations continue to exist even when the influence of certain personality traits (e.g., neuroticism) is partialled out. These findings support the idea that commitment is linked to people's identities and may suggest that commitment is more dispositionally determined than previously thought.

**F63****PUSH-PULL VS. PRESS-RELEASE: EVALUATIONS ACTIVATE TACTICALLY DISTINCT APPROACH AND WITHDRAWAL MECHANISMS**

*L. Elizabeth Crawford<sup>1</sup>, Jeff Larsen<sup>2</sup>, Meghan Murphy<sup>1</sup>, John Drake<sup>1</sup>; <sup>1</sup>University of Richmond, <sup>2</sup>Texas Tech University* – Evaluative responses foster distinct approach- and withdrawal-related motor processes. Specifically, people are faster to pull (vs. push) a lever in response to positive stimuli and push (vs. pull) a lever in response to negative stimuli (Chen & Bargh, 1996; Solarz, 1960). This effect is thought to reflect associations learned from repeatedly pulling desirable stimuli toward and pushing undesirable stimuli away from the self. Another way to change the distance between the self and objects is to move the self, as when individuals reach out toward desirable stimuli and retract from undesirable stimuli. We explored the association between evaluation and movements that make or break contact. Participants viewed pictures of negative (insects, spiders) and positive (young mammals) animals in a go-no go evaluative task. In a 2 (action) by 2 (valence) between-groups design, participants pressed (or released) a key in response to only the negative (or positive) images. Accuracy results revealed a significant action x valence interaction, such that participants were more accurate when they released in response to negative items or pressed in response to positive items than in the other two conditions. Pulling a desirable stimulus toward the self vs. moving toward the stimulus represent complementary tactics serving the strategy of reducing the distance between the self and the stimulus. In contrast, pushing away vs. moving away from an undesirable stimulus both serve the strategy of increasing the distance between the self and the stimulus. Our results suggest that evaluation activates motor processes subserving both types of tactics.

**F64****POSITIVE IMPLICIT ATTITUDES TOWARD WOMEN PREDICT**

**SEXIST BELIEFS** *Jeffrey Ebert, Mahzarin Banaji; Harvard University* – The attitudinal dimension of "liking" can be orthogonal to the belief dimension of "respect"; when men make judgments concerning women, these two dimensions may even be negatively correlated, with liking coming at a cost to respect. We investigated the relationship between implicit attitudes and beliefs about women in an undergraduate sample. Participants first completed a series of Go/No-Go Association Tasks (GNATs; Nosek & Banaji, 2001) to measure implicit attitudes and stereotypes about women. Then, participants answered questions about their explicitly endorsed attitudes and beliefs, including the Ambivalent Sexism Inventory (ASI; Glick & Fiske, 1996). Consistent with the "women are wonderful" effect observed on explicit measures of attitude (Eagly & Mladinic, 1989), implicit attitudes toward women were also favorable. However, among male but not female participants, implicit liking was positively correlated with scores on the ASI. That is, favorable implicit evaluation of women was related to greater endorsement of sexist beliefs. This finding is consistent with the notion of "benevolent" sexism (Glick & Fiske, 1996), whereby positive feelings toward women are accompanied by the belief that they should be cherished and cared for -- beliefs that are incompatible with an egalitarian view that women can be independent and competent. This finding also indicates the need for caution when interpreting the results from an implicit attitude measure: a favorable implicit attitude toward a social group does not imply correspondingly favorable beliefs about the group.

**F65****RESILIENCE IN A PERSONAL HISTORY OF PEER VICTIMIZATION**

*Tsuyoshi Araki; Tohoku University, Graduate School of Arts and Letters* – Peer victimization is widespread throughout many elementary and junior high schools in Japan. Several studies have suggested that peer victimization correlates with various maladjustment indices, especially depression and anxiety, some of which persist until young adulthood. This study was aimed at investigating the factors that promote resilience in a personal history of peer victimization, using a sample of Japanese young adults. The participants comprised 192 Japanese young adults (57 male, 135 female), with a mean age of 19.41 years (SD = 1.11). A questionnaire was implemented which included some questions concerning memories of peer victimization during childhood and/or early adolescence as well as four self-rating scales involving self-esteem, coping strategies (protective factors), interpersonal stressful events (current risk factors), and depression and anxiety. 69 participants were classified as 'victims' and 123 as 'non-victims.' The victim group was further divided into four subgroups based on their exposure to current interpersonal stressful events and level of depression or anxiety: Vulnerable group (less interpersonal stressful events and high depression or anxiety), Unchallenged group (less interpersonal stressful events and low depression or anxiety), Maladaptive group (more interpersonal stressful events and high depression or anxiety), Resilient group (more interpersonal stressful events and low depression or anxiety). The results suggested that compared with maladaptive persons, resilient persons despite having a personal history of peer victimization and exposure to current interpersonal stressful events have higher levels of self-esteem and possess more coping strategies involving positive interpretation for interpersonal stressful events and they use more emotional and instrumental supports.

**F66****ARM CROSSING AS AN INTERNAL, NON-AFFECTIVE CUE**

*Ron Friedman, Andrew J. Elliot; University of Rochester* – The notion that internal, non-affective cues, such as muscular sensations, serve to inform and guide judgment has not yet received much attention by psychologists. Of the few studies that have been conducted in this area, the best known is Cacioppo, Preister and Berntson's (1993) experiment demonstrating that

arm movements (in the form of flexion or extension) subtly influence people's attitudes. The purpose of the present study was to determine whether the internal, non-affective cue of crossing one's arms would impact motivational states within achievement settings. Body language researchers have suggested that the arms crossed position is a nonverbal signal elicited in threatening situations that serves to self-stimulate and unconsciously alleviate anxiety and social stress (Givens, 2001). We hypothesized that the physical act of arm crossing would prime associations related to threat, and at the same time, energize participants to respond by moving toward threat reduction. We tested this hypothesis by analyzing goals for an achievement task reported by participants who were instructed to either cross their arms, or place their arms on their thighs. Previous research has linked threat related processes to focusing on doing well relative to others (performance goals) within achievement settings (Elliot & Church, 1997). We predicted that arm crossing would lead participants to report having more performance-approach goals when compared with participants in the control condition. Results confirmed our prediction. Analyses indicated that participants who crossed their arm reported a higher proportion of performance-approach goals,  $t(33) = 2.234, p < .03$ . Implications and future directions are discussed.

**F67****REALISTIC AND UNREALISTIC CONTROL BELIEFS: DIVERGENT ASSOCIATIONS WITH COPING FOR CHRONIC ILLNESS** Valerie

*A. Bussell, Mary J. Naus, C. Raymond Knee; University of Houston* – Research suggests that the benefits of perceived control depend on the controllability of the situation. Classic personality measures for control do not bear this in mind. To address this, Zuckerman et al., (1996, 2001) created and tested scales to measure realistic (RCB) and unrealistic control beliefs (UCB) and used these scales in predicting several behavioral and health outcomes. The current study is the first to investigate associations for these control beliefs with coping for common chronic illness. Ninety undergraduates with asthma, migraines, or psoriasis/eczema completed self-report measures for RCB and UCB, perceptions of control over their illness, and coping. As expected from earlier studies, RCB and UCB were found to be unrelated to one another and had significant and divergent associations with coping. Participants who reported more RCB reported less emotion-focused coping,  $F(1,89) = 4.21, p < .05$ . Those who reported more UCB reported more emotion-focused coping,  $F(1,89) = 4.49, p < .05$ . Participants with higher control perceptions over their chronic illness reported more problem-focused coping, particularly with higher RCB,  $F(1,89) = 3.92, p = .05$ . Distressed mood was significantly and inversely related to perceptions of control over chronic illness,  $r = -0.36, p < .001$ , and RCB,  $r = -0.33, p = .001$ . This study adds to early evidence that RCB and UCB have divergent associations with coping and mood for stressful situations. Unrealistic belief in control over chronic illness may require more emotion-focused coping to regulate increased negative affect.

**F68****CCAN'T GET USED TO SOMETHING SO RIGHT: THE IMPACT OF PESSIMISTIC EXPECTATIONS ON AFFECT AND IDENTITY** Sarit

*A. Golub, Daniel T. Gilbert; Harvard University* – Many people "expect the worst" when anticipating an important event or self-relevant feedback, in the hopes that this pessimistic strategy will provide an affective buffer against disappointment. Three studies investigated this "buffer effect," and examined the impact of pessimistic expectations on both affect and attributions following positive outcomes. In Study 1, 171 students in an Introductory Psychology class completed affective and attribution measures at four time-points surrounding their mid-term examination. After receiving a poor grade, students with optimistic expectations did not experience a spike in negative affect, relative to those who had been pessimistic; controlling for grades, students with pessimistic expectations reported significantly more negative affect than optimists ( $p = .02$ ). In addition, participants who had held pessimistic

expectations were more likely to attribute failure to their own ability ( $p < .05$ ) and reported significantly less aptitude for psychology ( $p < .001$ ). In Studies 2 and 3, optimistic and pessimistic expectations were manipulated in the laboratory, and participants were given either disappointing (Study 2) or extremely positive (Study 3) feedback. While waiting for feedback, participants with pessimistic expectations reported more negative affect ( $p < .05$ ); after receiving feedback, there were no affective differences between optimists and pessimists in either study. In addition, individuals who had spent the waiting period with an optimistic expectation were more likely to accept and internalize positive feedback ( $p < .001$ ). These studies cast doubt on the utility of pessimistic expectations, and suggest that they may have negative consequences for both affect and identity.

**F69****THE NEURAL CORRELATES OF PLACEBO EFFECTS: A DISRUPTION ACCOUNT** Johanna M. Jarcho, Matthew D. Lieberman,

*Steve Berman, Bruce D. Naliboff, Brandall Y. Suyenobu, Emeran A. Mayer; University of California, Los Angeles* – Thoughts, beliefs, and expectations have the ability to transform sickness into health, calm waves of anxiety, and heal physical ailments. The ingestion of an innocuous pill combined with the expectation that the pill will have a therapeutic effect has been shown to cause physiological and psychological changes in numerous domains. Although there has been a fascination with how the brain is able to transform expectation into pharmacological outcomes since the advent of modern medicine, the placebo effect has rarely been a target of study in its own right. As such, the neurocognitive pathways by which placebo effects operate are poorly understood. We investigated a possible mediating mechanism derived from disruption theory, which suggests that thinking about affective processes has the unintended effect of diminishing the reactivity of brain regions involved in the automatic representation of negative affect. Positron emission tomography (PET) imaging was used to assess the neural response of patients with irritable bowel syndrome (IBS) to intestinal discomfort both prior to and after a three-week placebo regimen. A daily symptom diary was used to measure symptom improvement. In line with disruption theory, increases in right ventrolateral prefrontal cortex (RVLPFC) activity from pre- to post-placebo predicted symptom improvement, and this relationship was mediated by changes in dorsal anterior cingulate (dACC), typically associated with pain unpleasantness. This is the first study to identify the neural pathway from a region of the brain associated with placebos and affective thought to a region closely linked to the final outcome of diminished pain unpleasantness.

**F70****PEOPLE ARE EITHER SMART OR DUMB: DISPOSITIONAL SELF-DOUBT INCREASES ACCESSIBILITY OF INTELLECTUAL COMPETENCE.** Kimberly Sauser, Olesya Govorun, Russell Fazio, Robert

*Arkin; Ohio State University* – The present research investigated the hypothesis that the dimension of intellectual competence is chronically accessible for individuals high in self-doubt (Oleson et al., 2000). It was further predicted that whereas self-doubtful individuals construe representations of others primarily in terms of their competence, they are hesitant to endorse competence in their own self-descriptions. Three studies supported these predictions. Study 1 showed that participants high in self-doubt generated more competence-related traits in descriptions of others but fewer such traits in descriptions of self than participants low in self-doubt. In Study 2, participants engaged in a reaction time task, in which they decided whether competence-relevant and competence-irrelevant traits described or did not describe themselves and another individual. Results indicated that compared to participants low in self-doubt, those high in self-doubt showed slower responses when competence-related traits were paired with the self than when competence-related words were paired with another person. In Study 3, participants completed an impression formation task where they saw trait descriptions of

seven targets. Two pairs of these descriptions were identical except for a critical trait presented in the middle (warm—cold and intelligent—unintelligent). Results revealed that higher levels of self-doubt led to more positive ratings of the intelligent target compared to the unintelligent target, yet did not affect ratings of the warm or cold targets. As a whole, these studies suggest that individuals high in self-doubt place considerable importance on intellectual competence, but arrive at judgments of others' competence much faster than at judgments of their own competence.

#### F71

### INTERPERSONAL AND INTRAPERSONAL CONCORDANCE OF MARITAL DYADS IN THE CONTRACEPTIVE REALM: PREVALENCE, IMPLICATIONS, AND THE ROLES OF COMMUNICATION AND POWER

*Amber L. Bush, Lawrence J. Severy, University of Florida* – This study aims to address the concept of dyadic agreement, as well as examine its links to spousal outcomes, in a realm that is very meaningful for romantic partners: contraceptive decision-making. At two points in time, marital partners independently and jointly completed a series of questionnaires regarding both their own feelings and their perceptions of their partner's feelings on a series of contraceptive issues. Three types of agreement were composed: actual agreement, perceived agreement, and accuracy of perception. These various types of agreement were examined in the context of judgments regarding four pre-behavioral realms of the contraceptive decision-making process: values, expectancies, attitudes, and behavioral intentions. Results demonstrate that agreement is highest for behavioral intentions, followed by values, expectancies, and is lowest for attitudes. Further, over time, actual agreement and accuracy of perception were found to increase, whereas perceived agreement remained stable. With regard to relational outcomes (i.e., marital satisfaction, effective contraceptive use, and consistent contraceptive use), complex results indicate each specific outcome may be linked to different types of agreement, thus suggesting the importance of cultivating high concordance of certain types and areas to secure a particular desired outcome. For instance, whereas husbands' accuracy of perception and perceived agreement in the values, expectancies, and behavioral intentions realms enhanced the predictive ability of their own marital satisfaction, such an effect was not evident in the attitudes realm. These concordance processes are viewed in light of spousal communication and power and suggest that agreement may be more complex than otherwise assumed.

#### F72

### THE LONG-TERM EFFECTS OF THE 9/11 TERRORIST ATTACKS ON THE GENERAL PUBLIC

*Michelle J. Bovin<sup>1</sup>, Michele M. Schlehofer-Sutton<sup>1</sup>, Sharone Trifskin<sup>1</sup>, Elizabeth G. Hoyt<sup>2</sup>, Stephanie M. Rohde<sup>2</sup>, Suzanne C. Thompson<sup>2</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>Pomona College* – The terrorist attacks on September 11th, 2001 were a major blow to Americans' sense of security and led to immediate increases in stress and depression. Although a growing body of literature has examined the short-term impact of the attacks, little has been done to determine the long-term effects on the general public. This study specifically examined the long-term responses and coping responses of individuals who were not direct victims of the terrorist attacks. A diverse sample of 501 individuals participated in a retrospective interview. Participants were between the ages of 18 and 101 ( $M = 52.9$ ,  $SD = 20.8$ ;  $Mdn = 54$ ); 60.3% were women. Results indicate that, for most individuals in the sample, distress increased immediately after the terrorist attacks, followed by a partial or total return to pre-event levels a year or more later. However, almost 17% of the sample reported no recovery from distress related to the attacks. Additionally, these findings differed by gender and age, with women and younger respondents reporting higher distress levels. A rational thinking style, perceptions of control, and low use of avoidance coping were all associated with less distress. These findings suggest emotional

distress was widespread among individuals who were not direct victims of the terrorist attacks and that a sizeable minority has not yet recovered. Coping responses that involve engaging with one's feelings and reactions may aid recovery from this distress. These findings have implications for understanding people's psychological preparation for and recovery from future unanticipated national events.

#### F73

### LATENT INHIBITION GOES SOCIAL: REDUCING THE EXPRESSION OF THE ATTRACTIVENESS STEREOTYPE

*Rick Brown<sup>1</sup>, John Bassili<sup>2</sup>; <sup>1</sup>University of Florida, <sup>2</sup>University of Toronto at Scarborough* – Two studies explored specific conditions under which inhibitory mechanisms of the sort engendered by latent inhibition (LI) may interfere with stereotype expression. Previous research has shown that irrelevant pre-exposure to attractive and unattractive individuals influences selective attention mechanisms to subsequently guide attention away from stimulus features related to attractiveness. Specifically, this type of pre-exposure has been shown to mitigate the automatic activation of evaluations on the basis of attractiveness when indexed by an evaluative priming procedure that used non-stereotype target words. However, Study 1 revealed that irrelevant pre-exposure to attractive and unattractive individuals failed to moderate the influence of attractiveness on explicit personality judgments. One possible reason for this disparity in effects is that the stimulus conditions created by the person perception task rendered attractiveness very salient, and this salience may call attention back to this construct even when LI has guided attention away from it. This issue was explored in Study 2 using an evaluative priming procedure that included stereotype traits as target words. The effect that LI has on selective attention mechanisms was insufficient to interfere with evaluative priming on trials that involved stereotype traits. These results, therefore, suggest that the disparity in effects is in part due to the specific eliciting conditions created by the presentation of attractive and unattractive stimulus persons and stimulus words associated with the attractiveness stereotype. Findings are discussed in terms of how chronic cognitive associations pertaining to stereotypes interact with eliciting conditions and attentional mechanisms in social judgment processes.

#### F74

### SEX DIFFERENCES IN JEALOUSY: THE ROLE OF RESPONSE FORMATS AND VALIDITY OF CONSTRUCTS

*Brian K. Gehl, Jatin G. Vaidya; University of Iowa* – The theory of jealousy as a specific innate module (JSIM) argues that natural selection shaped the phenomenon of jealousy differently for women and men. This theory has found support in a multitude of studies utilizing a forced-choice paradigm developed by Buss and colleagues (1992). This paradigm asks participants to choose which of two scenarios is more distressing, one involving sexual infidelity and the other involving emotional infidelity. According to JSIM, males should choose sexual infidelity as more distressing whereas females should choose emotional infidelity as more distressing for different evolutionary reasons. Two studies were conducted to examine if a continuous rating scale, as compared to the forced choice format, would produce a similar pattern of sex differences. The content of the forced-choice paradigm was adapted to a continuous rating scale format and additional items aimed at measuring the constructs of sexual and emotional jealousy were developed. Based on factor analyses of the new items, we created scales to examine sex differences in jealousy. Across both studies, females reported as much distress and upset to the sexual infidelity related scales compared to males and significantly more distress to the emotional infidelity related items. Furthermore, the continuous response format scales were only moderately correlated with responses to the forced-choice items. Also, a comparison of the two parallel questions from the forced-choice paradigm only revealed a moderate degree of within-format consistency. These results suggest that apparent sex differences in jealousy are strongly tied to the response format and items used.



**F75****THE ROLE OF CAUSAL ATTRIBUTIONS IN INTERPERSONAL ATTRACTION**

Angelina R. Sutin<sup>1</sup>, Richard W. Robins<sup>1</sup>, Gerald A. Mendelsohn<sup>2</sup>; <sup>1</sup>University of California, Davis, <sup>2</sup>University of California, Berkeley – The present research examines the assumption, derived from Heider, that how much we like a person is a function of the way we interpret the causes of his or her behavior. Although interpersonal attraction and causal attribution are both central issues in social-personality psychology, the connection between them, particularly in the early, formative stages of a relationship, has not been systematically studied. In a round-robin design, 120 participants engaged in a series of “getting acquainted” conversations with three different partners. Following each conversation, participants rated (a) the importance of four causal factors in influencing their own and their partner's behavior (personality, mood, partner, situation) and (b) how much they liked each other. A second set of participants (“passive observers”) watched the conversations on videotape and made the same ratings as the active participants. Analyses using Kenny's (1994) SOREMO program showed that most of the variance in liking ratings reflected relationship variance (the unique view a person has of how likable another is). However, we also found significant levels of target variance (some people are generally likable), perceiver variance (some people generally like others), and reciprocity (we tend to like people who like us). Attributing partner's behavior to personality and to the perceiver's own influence were positively associated with liking, whereas attributing behavior to the situation was negatively associated with liking. Self-attributions to personality were correlated positively with liking. The pattern of findings for the passive observers was similar to that for the active observers, although theoretically meaningful differences emerged.

**F76****RELATIONSHIPS BETWEEN EARLY MALADAPTIVE SCHEMAS AND HOPE**

Bradley Green<sup>1</sup>, Randolph Arnau<sup>1</sup>, Timothy Parrish<sup>2</sup>, David Rosen<sup>2</sup>; <sup>1</sup>University of Southern Mississippi, <sup>2</sup>Texas A&M University – Early Maladaptive Schemas have been related to distortions in the way individuals perceive themselves and others, and to psychological disorders. A positive relationship between having hope and recovering from some psychological disorders has also been demonstrated. The present paper examines the relationships among the early maladaptive schemas and the dimensions of trait hopefulness. Data were collected on 879 university undergraduate students. A Principal Components Analysis (PCA) was conducted on the Young Schema Questionnaire, yielding 12 coherent maladaptive schema factors: Social Isolation/Defectiveness, Insufficient Control, Emotional Deprivation, Mistrust, Unrelenting Standards, Self-Sacrifice, Dependence, Abandonment, Incompetence/Inferiority, Vulnerability, Enmeshment, and Emotional Inhibition. A PCA was also conducted on the combined items from the Snyder and Herth Hope Scales, yielding four correlated hope-related factors: Optimism/Self-Other Support, Hopelessness, Agency/Pathways, and Plans/Goals. We expected all of the early maladaptive schemas, except Unrelenting Standards and Self-Sacrifice, to be negatively related to Optimism/Self-Other Support, Agency/Pathways, and Plans/Goals, and positively related to Hopelessness. Relationships between these constructs were examined via canonical correlation analysis. The first two canonical functions explained 46.5% and 24.5% of the variance respectively. All of the maladaptive schemas, except Self-Sacrifice and Exaggerated Standards, contributed to the first function, which was correlated with lower scores on the hope factors Optimism/Self-Other Support, Agency, and Pathways, and higher scores on the Hopelessness factor. The second function showed a combination of the schemas Unrelenting Standards and Emotional Deprivation in the negative direction, and Dependence and Incompetence/Inferiority in the

positive direction, being associated with higher Optimism/Self-other Support, but lower Agency/Pathways and Plans/Goals scores.

**F77****SELF-EFFICACY AND GOAL PROGRESS: THE MODERATING****ROLE OF ACTION IDENTIFICATION LEVEL**

Christopher J. Bryan<sup>1</sup>, Elizabeth Horberg<sup>2</sup>, Ruth Jochum<sup>3</sup>, Lina Di Dio<sup>4</sup>, Richard Koestner<sup>4</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of California, Berkeley, <sup>3</sup>University of Freiburg, <sup>4</sup>McGill University – Previous research has shown that perceptions of self-efficacy are related to greater goal progress. The present study examined the goal progress of 115 individuals who made New Years resolutions. Participants' level of action identification was assessed and they were assigned to either a control or implementation intention group. Action identification refers to the level on which people identify their behavior. Action Identification Theory posits that people identify their behavior on a continuum ranging from low-level identities that focus on how an action is performed to high-level identities that focus on why or to what effect an action is performed. Results showed that self-efficacy was significantly positively related to goal progress, but that this relationship was moderated by level of action identification. Self-efficacy was only predictive of greater goal progress for participants who were low in action identification. Furthermore, a three-way interaction revealed that self-efficacy was especially associated with greater progress for low action identification participants who had been instructed to make specific plans regarding how they would implement their resolutions. These results suggest that self efficacy is especially linked with goal progress for individuals who conceptualize their goals in a concrete and specific manner.

**F78****ON KNOWING WHAT YOU WANT: LEADERSHIP STYLES AND ORGANIZATIONAL BEHAVIORS**

Maxime A. Tremblay<sup>1</sup>, Martin Villeneuve<sup>2</sup>, Geneviève Roy<sup>1</sup>, Céline M. Blanchard<sup>1</sup>, Luc G. Pelletier<sup>1</sup>; <sup>1</sup>University of Ottawa, <sup>2</sup>Department of National Defense – Transformational leaders are responsible for performance beyond expectations as they instill a sense of mission and stimulate learning experiences. By using contingent rewards or negative feedback, transactional leaders achieve merely required performance. The assessment of subordinates' perceptions of transformational leadership is essential in the prediction of job satisfaction and job effectiveness (Hater & Bass, 1988). Moreover, the impact of subordinates' perceptions of leadership on motivation has been empirically supported. Work motivation is influenced by individual and occupational characteristics, and is known to influence workers' cognitions, affect, and organizational behaviors (Vallerand, 1997). The present research proposes a model including perceptions of supervisor's leadership style, subordinates' work motivation and measures of organizational functioning. The objective of studies 1 and 2 (N=300, 250) was to first validate the Work Motivation Scale (WMS). Exploratory and confirmatory factor analyses were conducted. The relationship between supervisor's leadership style, subordinates' motivational regulations and work consequences were explored. The WMS showed good psychometric properties. Transformational leadership was positively related to self-determined motivational regulations. In contrast, transactional leadership was positively linked to non self-determined forms of motivation. Furthermore, results in Study 2 showed that self-determined motivation positively predicted subordinates' job performance, satisfaction, and retention. In study 3 (N=150), the relationship between supervisor's leadership style, subordinates' motivation and organizational behaviors was tested. Results showed the impact of leadership style on the motivation-consequence sequence, revealing its respective effects on self-determined and non self-determined motivation, and in turn, on diverse work outcomes. Theoretical and practical implications are further addressed in the discussion.

F79

**ON THE AUTOMATICITY OF PREJUDICE AS AN EXPLANATION FOR BEHAVIOR**

*Elliott Hammer<sup>1</sup>, Kristin Walker<sup>2</sup>, TaVeca Hinton<sup>1</sup>, Jarah Jack<sup>1</sup>, QuaVaundra Perry<sup>1</sup>; <sup>2</sup>Tulane University, <sup>1</sup>Xavier University of Louisiana* – Although the explanation of ambiguous behavior in terms of prejudice has gained considerable research attention, the degree to which such attributions are automatic or under conscious control has not been conclusively established. We examined the use of prejudice as an explanation by applying Gilbert's stage model of attributions, whereby dispositional attributions are made quickly and automatically, followed by situational attributions if conditions allow. From this perspective, we attempted to determine under what conditions and for what perceivers an attribution to prejudice is the default and occurs automatically. We attempted to determine if prejudice serves as a more situational or dispositional attribution for a minority perceiver. After priming African American participants with information that prejudice is either increasing or decreasing, and after manipulating cognitive load, we measured the degree to which participants attributed targets' ambiguous behaviors to prejudice. Results indicated that although the prime had no significant impact on attributional patterns, cognitive load inhibited the use of prejudice as an explanation. Also, as expected, ethnic involvement was positively correlated with the tendency to attribute behavior to prejudice. In terms of the stage model, then, the attribution to prejudice appears to be under conscious control and require effort, but that such attributions are more likely for perceivers high in racial identity.

F80

**CONTEXTUAL VARIABILITY IN TRAIT DESCRIPTIVENESS AND TRAIT CENTRALITY AMONG ASIANS-AMERICANS AND EUROPEAN-AMERICANS**

*Tammy English, Serena Chen, Kaiping Peng; University of California, Berkeley* – Numerous models of the self posit contextual variation of the self-concept across relationships and situations. There may also be differences in the fluidity of the self-concept across cultures (e.g., Kanagawa, Cross, & Markus, 2001). Extending previous research on cross-cultural differences in the degree of self-concept variability, we assessed two distinct self-concept dimensions, trait descriptiveness and trait centrality, across multiple, explicitly relational or non-relational contexts. Asian-American and European-American undergraduates rated the self-descriptiveness of ten different traits in two different relational contexts (e.g., with friends) or non-relational contexts (e.g., at the gym). They also rated how central each trait was in defining themselves in each context. Based on prior research suggesting that interdependent self-construals are more predominant in East Asian cultures and independent self-construals more so in Western cultures (Markus & Kitayama, 1991), we predicted that Asian-Americans would show greater variability in their self-views across relational compared to non-relational contexts, while European-Americans' ratings would be generally less variable across both context types. Ethnicity significantly interacted with context type to predict both the descriptiveness and centrality ratings. For descriptiveness ratings, consistent with our prediction, the interaction was driven by Asian-Americans' high variability across relational contexts. For centrality ratings the interaction was driven by European-Americans' high variability across non-relational contexts. Overall these findings suggest that self-concept variability exists across cultures but that the form and extent of this variability may depend on both the nature of the context and the self-concept dimension that are examined.

F81

**THE RELATION BETWEEN AUTOMATIC ATTITUDES, GOALS, AND BEHAVIORAL INTENTIONS**

*Melissa Ferguson; Cornell University* – Recent research suggests that automatic attitudes reflect the situationally-induced goal-relevance of the respective objects, and are linked to goal-relevant behavioral intentions. In one experiment, participants consisted of Varsity and intramural athletes who differed in how much they cared about being athletes -- Varsity athletes cared more than

intramural athletes. Participants wrote about either successful or failed athletic experiences, or their academic classes (control group). Participants then completed an evaluative priming paradigm wherein their automatic attitudes toward athletic-related words (e.g., athletic, fast, strong) and athletic-unrelated words were measured. It was expected that the identity of those who especially cared about being athletes (Varsity athletes) and who wrote about failure experiences would be challenged. These participants were therefore expected to be the most motivated to try to achieve athleticism, and thus were expected to show the most positive attitudes toward athletic-related words, compared to all other participants. The results support this hypothesis. Furthermore, for Varsity athletes who wrote about failure experiences, the positivity of their attitudes toward athletic-related words was significantly and positively correlated ( $r=.78$ ) with their estimates of much time they would devote to training over the next week. None of the participants guessed that their attitudes were being measured. The results suggest that automatic attitudes signify peoples' current, situationally-bound goals concerning the respective objects, such that positive attitudes represent the motivation to achieve (approach) an endpoint represented by the objects. The results also suggest that automatic attitudes toward goal-relevant objects are closely linked to behavioral intentions concerning the goal.

F82

**A LONGITUDINAL INVESTIGATION OF AFFECT IN MIDDLE TO LATE ADULTHOOD: EXAMINING GROUP AND WITHIN-PERSON CHANGE.**

*Paul W. Griffin<sup>1</sup>, Daniel K. Mroczek<sup>1</sup>, Avron Spiro III<sup>2</sup>; <sup>1</sup>Fordham University, Bronx, New York, <sup>2</sup>Boston University School of Public Health, Massachusetts* – In middle to late-life, do levels of positive affect (PA) and negative affect (NA) change over time? While this question has received attention in the literature, in most cases aggregate group change has been investigated, with little attention to within-person change. To examine this issue more fully, affect trajectories were longitudinally examined over a 10-year period and analyzed using growth-curve modeling. Using data from the Normative Aging Study (NAS), an investigation of aging Veterans in the Boston VA System, affect measures from 1,534 male participants (ages 45 to 97) were collected. More specifically, from 1991 to 2001, up to 5 administrations of the Positive Affect and Negative Affect Schedule were conducted, with growth-curve models utilizing a total of 3,791 measurement occasions. For PA, results showed a significant, linear decrease over time. For NA, results found an even steeper decline, characterized by a quadratic relationship with age, with the level of decrease attenuating in the later years of life. Results also showed significant variability in the slopes of both PA and NA. In other words, individuals showed significant variability from one another in the degree of change in affect over time. Considering that overall decline in NA was more pronounced than that in PA, these findings are consistent with other research demonstrating that happiness does not necessarily decline with age. Moreover, the results demonstrate that the stability/change debate needs to extend itself to the within-person level. Future work will examine what variables might predict these individual differences in affect trajectories.

F83

**THE THREAT OF REJECTION TRIGGERS SOCIAL ACCOMMODATION IN REJECTION SENSITIVE MEN**

*Rainer Romero-Canyas, Geraldine Downey, Rosemary Pelayo, Uri Bashan; Columbia University* – People are strongly motivated to gain acceptance and avoid rejection. Downey & Feldman (1996) proposed that, to the extent the individual has been exposed to rejection, the rejection sensitivity (RS) system develops to defend the self against future rejection while maintaining social connection. There is evidence that when rejection is a possibility, RS readies the individual to detect rejection cues and to react intensely through fight-or-flight when rejection is detected (Levy et al., 2001). However, because the desired outcome is typically to maintain social connection with the threat source fight-or-flight responses should not be

preferred initial options to rejection threats. Rather, while acceptance remains possible, RS should prompt vigorous rejection prevention efforts including conformity and ingratiation. In support of the conformity hypothesis, Study 1 showed that in anticipation of possible rejection by members of a group they were about to join, high RS men modified their self-presentation to appear more similar to the group norm to a greater extent than did low RS men. Study 2 showed that the threat of rejection by members of a novel group triggered ingratiation to a greater extent in high RS men than in low RS men. After an initial negative reception by existing group members, high RS men were more willing than low RS men to do unpleasant tasks and to provide money for the group. RS did not predict ingratiation when the initial reception was positive or neutral. These data show that the threat of rejection triggers social accommodation in HRS men.

#### F84

**EVIDENCE FOR DOMAIN-SPECIFIC ENHANCEMENTS IN TRAIT ATTRIBUTION** Brandy N. Burkett<sup>1</sup>, Lee A. Kirkpatrick<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>College of William & Mary – The tendency of people to attribute others' behavior, more than their own behavior, to dispositional (vs. situational) factors – the fundamental attribution error (FAE) – is generally assumed to apply equally to all kinds of attitudes and personality traits. Based on social contract theory (Cosmides, 1989), according to which humans have evolved specialized psychological mechanisms dedicated to detecting and identifying cheaters in social exchange, we reasoned that people should be particularly vigilant about inferring dispositional traits associated with dishonesty. In two previous experiments (Burkett & Kirkpatrick, SPSP 2003), we demonstrated that the magnitude of the FAE was significantly larger for dishonesty-related traits than for other comparably negative traits, and was reversed for honesty relative to other positive traits. The present study was designed to replicate these findings using several psychometric refinements: In particular, participants rated behaviors related to each trait separately with respect to two previously confounded dimensions: the degree to which the behavior was “characteristic of” the target, and the degree to which it was “dependent on” the target's personality vs. situational factors. Our previous results were replicated only with respect to the former dimension, suggesting (consistent with our theory) that the effect owes specifically to a tendency to categorize people as “dishonest” more readily than with respect to other negative traits. In addition, using trait ratings collected from two new samples, trait-level analyses confirmed that these differential FAE effects cannot be explained by differences in overall trait positivity/negativity of the trait terms used.

#### F85

**REGULATORY FOCUS AND DIETARY RESTRAINT** Lenny R. Vartanian, C. Peter Herman; University of Toronto – In several studies, we have found that dieters associate small meals with thinness more so than they associate large meals with fatness. These findings led us to wonder if dieters are more concerned with restricting their food intake in order to achieve weight loss than to avoid weight gain. According to Higgins's (1997) regulatory-focus theory, promotion-focused individuals are sensitive to the presence or absence of positive outcomes, whereas prevention-focused individuals are sensitive to the presence or absence of negative outcomes. In the present study, we examined the regulatory focus of dieters and non-dieters using a questionnaire to assess both their overall regulatory focus and their weight-specific regulatory focus. Our hypothesis was that dieters would be more promotion-focused, and that this would be related to an increased focus on the positive outcomes associated with weight loss (compared to the negative outcomes associated with weight gain). In terms of weight-specific regulatory focus, the majority of dieters (77%) were high in both promotion- and prevention-focus, whereas the majority of non-dieters (70%) were low in both promotion- and prevention-focus. Furthermore, dietary restraint was the best predictor of

weight-related expectancies, with dieters being highly focused on both the positive outcomes associated with weight loss and the negative outcomes associated with weight gain. Thus, the stronger connection previously observed for dieters between small meals and thinness does not correspond to their regulatory focus (i.e., no greater promotion focus), nor to their own personal weight-related expectancies (i.e., no greater focus on outcomes associated with weight loss).

#### F86

**PERCEPTIONS OF ACHIEVEMENT: PRIVILEGING INNATE OR ACQUIRED ABILITY?** Chia-Jung Tsay, Mahzarin Banaji; Harvard University – Malcolm Gladwell's paper “The Quarterback Problem” describes the naturalness bias or hierarchy in which most of society seems to favor natural talent, whether it is seen in sports, business, or academia. This phenomenon inspired our exploration of the extent to which attributes such as intellect, musical ability, athletic ability, and business skills are deemed more authentic or admirable when they are believed to result from biological or innate ability versus acquired skills that come with hard work and experience. With profiles of musicians, intellectuals, athletes, and entrepreneurs, this study tested whether an innate or acquired basis for achievement would influence evaluations of individuals who possess them. Twenty participants, all Harvard undergraduates, read profiles of high-achieving individuals presented in newspaper-clipping format. Each received one profile reflecting the innate condition, a filler profile, and a second profile reflecting the acquired condition. Results from randomized trials showed that profiles reflecting innate ability significantly affected judgments of talent in the three fields of performance but not other variables such as likelihood of dealing with difficulty, which were seen as stronger in those who had acquired their talent. Profiles of entrepreneurs produced strong endorsement of acquired talent. Ongoing extensions of the study target highly experienced or professional musicians to determine how these individuals themselves evaluate the quality of performances with knowledge that the performing musician is innately talented or has acquired the talent through hard work, even when the level of performance is identical in the two conditions.

#### F87

**DEFENSIVE PROCESSING OF NEGATIVE HEALTH INFORMATION: DENYING A HEALTH THREAT WHEN IT IS ASSOCIATED WITH A STIGMATIZED BEHAVIOR** Sean Young, A. David Nussbaum; Stanford University – It is hypothesized that people might be particularly resistant to negative health information when stigma is associated with a disease. Previous research has demonstrated that people examine information consistent with an undesired conclusion less critically than information consistent with a preferred conclusion (e.g., Ditto & Lopez, 1992; Kunda, 1990). It is hypothesized that stigma contributes to this defensiveness. Participants (N = 36) read brochures that were ostensibly part of an information campaign from a local health center describing a (fictitious) disease that was affecting the community. Given relevant base rate information, participants estimated the probability that they may have been exposed to the disease on the basis of two sets of modes of transmission described. In the control condition, the three possible modes of transmission were not stigmatized (i.e. exposure to crowded settings) and participants' average reported likelihood of exposure was 51%. In the experimental condition, the same three modes of transmission were listed and a fourth, stigmatized, mode was added (unprotected sex). In this condition, because another means of exposure was added, normative theory predicts that participants should report a greater likelihood of exposure, but instead, as we predicted, their estimates dropped to 25%. The result suggests that participants are minimizing their perceived risk of exposure to a disease in response to the stigma associated with it. Future research may focus on the effects of stigma on avoidance of medical testing and compliance to medical regimens in order to better understand the effects of stigma in an applied setting.

F88

**A CLASH OF IDENTITIES: RACIAL REJECTION SENSITIVITY MODERATES THE EFFECT OF ETHNIC IDENTITY ON INSTITUTIONAL IDENTITY**

*Janina Pietrzak<sup>1</sup>, Rodolfo Mendoza-Denton<sup>2</sup>, Geraldine Downey<sup>1</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of California, Berkeley* – In recent years, many studies have linked identification with an ethnic or minority group with positive outcomes (e.g. Roberts, et al., 1999; Ybarra, 2001). Other studies have shown, however, that strong ethnic identification can be detrimental to relations with greater society. In the context of a predominantly White institution, such as a university, ethnic identification may be in conflict with the superordinate institutional identification (e.g., Ogbu, 1991; Sidanius, et al., 1997). We hypothesized that this would be true only if the two identities (ethnic and institutional) are associated with conflicting values, that is, only among those minority group members who expect to be devalued based on their minority group status. Having a strong ethnic identity, when coupled with a sense that this identity is devalued by others, can lead to institutional alienation. Low identification with an ethnic group one believes is devalued, however, might lead to a distancing from ethnic organizations, in an attempt to fit in with the majority. In three studies (correlational, prospective, experimental), we show that the effects of ethnic identity are moderated by the extent to which people anxiously expect to be rejected based on their race (RS-race; Mendoza-Denton, et al., 2002). Individuals who are low in ethnic identity develop the strongest institutional identity, though only if they are anxious about and expect to be rejected based on their race. This same group of students experiences most somatic symptoms after a negative racial incident. Implications for minority students' health and adjustment are discussed.

F89

**THE POSITIVE EFFECT OF POSITIVE EXPECTATIONS IN NEGOTIATIONS**

*Nicholas Anderson, Lee Ross; Stanford University* – We examined the effect of positive expectations on negotiator perceptions and frequency of agreement in dyadic, zero-sum negotiations. In initial pilot studies positive expectations resulted in more frequent settlement in seemingly intractable, purely distributive negotiations. The current research was intended to examine why positive expectations led to more agreement. Participants assigned to the positive expectations condition were told that all of the previous dyads had reached an agreement; participants in the control condition were just told to do their best. While only one third of the participants in the control group were able to reach a mutually satisfactory agreement, all of the participants given a positive expectation were able to do so. Additionally, participants with a positive expectation perceived their counterpart's offers as more fair, their counterpart as more generous, reported a more positive experience, and made more conciliatory counteroffers. The authors suggest that publically shared positive expectations lead negotiators to expect less strategic, extreme offers from their counterparts and to perceive the other party's offers as more fair and acceptable.

F90

**SO HAPPY TOGETHER: DAILY SHARED AND UNSHARED ACTIVITIES AND THE MOMENTARY HAPPINESS OF MARRIED COUPLES**

*Rebecca T. Pinkus<sup>1</sup>, Ulrich Schimmack<sup>2</sup>, Penelope Lockwood<sup>1</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>University of Toronto, Mississauga* – The present study employed an experience sampling methodology in which we gave Palm Pilot handheld computers to each partner in 79 married couples. The Palm Pilot signaled participants six times per day over 14 days; at each signal, participants recorded their momentary moods as well as their current activities. We investigated participants' online measures of happiness in two situations: when they were with their partners and when they were not with their partners. Results indicated that wives were significantly happier when with their husbands than when not with their husbands. Husbands' happiness did not differ between the two situations. We also observed cross-situational consistency in happiness rat-

ings across the two situations. Participants' happiness when with their partners was positively correlated with their happiness when not with their partners:  $r = .84$  for wives, and  $r = .58$  for husbands. Regression analyses indicated that for wives, the main predictor of happiness in shared activities was wives' own trait happiness (71% of the variance). Husbands' happiness in shared activities significantly increased the variance accounted for in wives' happiness by 2%. For husbands, trait happiness accounted for only 33% of the variance in their happiness in shared activities; wives' happiness in shared activities accounted for an additional 6% of the variance. The results demonstrate that happiness is influenced by both personality traits and the social situation of being with one's spouse. However, it appears that, on average, only women benefit from sharing activities with a spouse.

F91

**EFFECTS OF RELATIONSHIP INTIMACY ON TWO TYPES OF ILLUSION OF TRANSPARENCY**

*Mia Takeda, Makoto Numazaki; Tokyo Metropolitan University* – We examined the effects of relationship intimacy on two types of illusion of transparency. One is an illusion of senders. It is a tendency that senders overestimate the degree to which their intention was accurately inferred by receivers. The other is an illusion of receivers. It is a tendency that receivers overestimate the degree to which they accurately understand sender's intentions. We hypothesized that these tendencies would be greater in intimate relationship than in non-intimate relationship. Thirty-two pairs of friends participated in the study. Two pairs participated in at one experimental session. One of each pair was assigned to a "sender," the other was assigned to a "receiver". Senders made thirty-two messages for receivers. For each message, they were given an intention to convey and asked to pick up one among five illustrations, which they thought described the intention best. The receivers saw the illustration and asked to infer which among four intentions the sender tried to convey, and to judge whether they would be able to accurately infer the intentions. Finally, senders judged whether the receivers would be able to accurately infer their intentions. Our hypothesis was confirmed. Results showed that senders overestimated the degree to which the intentions were accurately inferred by the receivers, and receivers overestimated the degree to which they accurately understood the intention of messages. In addition, these tendencies were greater in intimate pairs than in stranger pairs. The results are discussed in terms of interpersonal conflict.

F92

**CULTURE AND PERSUASION WITH RESPECT TO REGULATORY FOCUS THEORY**

*Wonkyong Beth Lee, Geoffrey T. Fong, Mark P. Zanna; University of Waterloo* – The purpose of this study is to examine how regulatory focus theory can be used to understand why some persuasion approaches might work differently among different cultures. In study 1, 21 Koreans and 29 Canadians were shown a set of Korean and North American magazine ads and were asked about their attitude toward the ads. The ads contained either high promotion with low prevention focus themes, or high prevention with low prevention focus themes, based on our previous results of content analysis. The results showed that Canadians preferred North American ads to Korean ads, whereas Koreans preferred Korean ads to North American ads ( $F = 27.32, p < .001$ ). More importantly, Koreans liked prevention focus ads more than Canadians, whereas there were no significant differences of preference on promotion focus ads between Canadians and Koreans. ( $F = 3.89, p = .054$ ). In study 2, a Dove Body Lotion ad was manipulated by using message framing with either promotion focus (e.g. to make your skin soft and smooth) or prevention focus (e.g. to prevent dry and itchy skin). Forty-three Koreans and 43 Canadians were asked about their attitude toward the ad. The results showed that the promotion ad were preferred to the prevention ad ( $F = 3.92, p = 0.051$ ). Canadians liked the promotion ad more than Koreans, whereas there was no difference of preference on the prevention ad between Canadians and Koreans ( $F =$

2.99,  $p = 0.88$ ). These results have implications for both understanding how cultures may differ and what persuasion methods might be most effective.

### F93

#### **STRATEGIC SOCIAL HELP FOR FRIENDS: PROVIDING BENEFICIAL IMPRESSION MANAGEMENT THROUGH VIDEOTAPED DESCRIPTIONS**

*Beth A. Pontari<sup>1</sup>, Kate Dockery<sup>2</sup>; <sup>1</sup>Furman University, <sup>2</sup>University of Florida* – People will help friends make desirable impressions on others by strategically shifting descriptions of the friend's personality characteristics. Research demonstrating such effects involved participants describing friends to an important third party through a questionnaire only (e.g., Schlenker & Britt, 1999). To raise the stakes for providing this type of support, we asked participants to make impressions for friends by videotaping a description of them. Participants ( $N=47$ ) arrived at the lab with a same sex friend and believed their friend was getting acquainted with an opposite-sex interaction partner. Participants read bogus information indicating that (a) their friend found the interaction partner to be either attractive or unattractive and that (b) their friend's interaction partner preferred either extraverts or introverts as friends. With this knowledge, participants videotaped a description of their friend that was to be shown to the interaction partner. These descriptions were coded for number of extraverted and introverted phrases. For extraverted phrases, the expected 2-way interaction between the interaction partner's attractiveness and friend preference was found when level of friends' extraversion was a covariate. Participants mentioned more extraverted qualities to attractive interaction partners who preferred extraverts rather than attractive partners who preferred introverts or unattractive partners who preferred extraverts. Moreover, when participants provided a description of their friends through a questionnaire they thought would not be shown to the interaction partner, no differences in extraversion were found. The findings emphasize the strategic nature of the video descriptions and demonstrate another example of impression management meant to benefit a friend.

### F94

#### **EXTREME VIEWS OF THE SELF: A VALIDATION STUDY OF THE POSITIVE AND NEGATIVE VALENCE TRAITS**

*Rebecca Shiner<sup>1</sup>, Sarah Kulkofsky<sup>2</sup>; <sup>1</sup>Colgate University; <sup>2</sup>Cornell University* – Several lexical studies of personality trait descriptors have yielded variants of the Big Five traits plus two additional traits, Positive Valence and Negative Valence. Positive Valence (e.g., "outstanding", "impressive", "exceptional") and Negative Valence (e.g., "cruel", "awful", "deserve to be hated") appear to be self-evaluative traits with potential clinical significance, but their validity is largely unknown. In this study, 211 college students completed questionnaire measures of Positive and Negative Valence, other personality traits, psychopathology, and current life adaptation. Peers completed a similar, abbreviated set of measures describing the targets. Targets and peers agreed modestly about the target's Positive Valence ( $r=.18$ ) and moderately about Negative Valence ( $r=.31$ ). Targets' self-rated Positive Valence was strongly associated with other measures of positive self-regard (self-esteem and narcissism) and moderately negatively associated with depression, but did not predict other measures of psychopathology. Positive Valence was modestly associated with aspects of positive life adaptation, including self- and peer-reported positive friendships, overall physical and mental health, and leadership. In contrast, targets' self-rated Negative Valence was moderately correlated with every self-report measure of psychopathology obtained, including antisocial behavior, depression, borderline features, and psychopathy. Negative Valence was also modestly to moderately associated with a number of markers of poor adaptation, including self- and peer-reported poor friendships, lack of support from others, and lower levels of mental health. Taken together, these results suggest that Positive Valence taps a predisposition to view one's self and life in an overall positive fashion,

whereas Negative Valence taps a tendency toward wide-ranging psychopathology and maladaptation.

### F95

#### **MAPPING THE COGNITIVE REPRESENTATION OF RACISM FOR AFRICAN AMERICANS AND WHITES**

*Landon Reid<sup>1</sup>, James Rounds<sup>2</sup>; <sup>1</sup>Colgate University, <sup>2</sup>University of Illinois Urbana-Champaign* – The present research used a sorting methodology and multidimensional scaling (MDS) to examine African American ( $n = 42$ ) and White ( $n = 79$ ) cognitive representations of racism. Members of different racial groups experience racism differently based on their status as victims or perpetrators of racism (Swim & Stangor, 1998). One explanation for this was that these experiential differences were related to different experiences with more subtle or blatant types of racism (Swim, Hyers, Cohen, Fitzgerald, and Bylsma, 2003). The present research examined whether the racial group differences found in the experience of subtle versus blatant differences mirrored racial group differences in the cognitive representation of racism. Participants sorted 45 vignettes obtained from a narrative study of university students' experiences with racism (Reid & Rounds, 2003) based on some underlying attribute shared by the vignettes in each group. Vignettes described both blatant (e.g., racial slurs, racial violence) and subtle (e.g., bad customer service, racial profiling) types of racism. Sorting data were aggregated within racial groups and submitted to MDS, cluster analysis, and property vector fitting. Results indicated that African Americans had a dramatically different, more complex, cognitive representation of racism than Whites. African American participants represented both blatant and subtle forms of racism on a roughly circular continuum. Conversely, White participants only appeared to represent the most blatant, and intentional situations as racism, unsure how to characterize other, more ambiguous situations. Representational differences between African American and White perceivers could predispose them toward different assumptions about the existence of racism that foreshadow contemporary racial discord.

### F96

#### **CULTURE FROM CHAOS: THE DYNAMIC SELF-ORGANIZATION OF STUDENT'S ATTITUDES AND BEHAVIORS IN COLLEGE RESIDENCE HALLS**

*Jerry Cullum<sup>1,2</sup>, Helen Harton<sup>1</sup>; <sup>1</sup>University of Northern Iowa, <sup>2</sup>University of Wyoming* – It was recently proposed that the marriage of experimental social psychology's methodology with social constructionist's broad theorizing may help to explain complex phenomena such as culture (e.g., Shaller, 2002). Dynamic social impact theory (DSIT; Latané, 1996) proposes a mechanism for the transmission of cultural content and the dynamic outcomes of this process (e.g., clustering, correlation, consolidation, and continuing diversity). Furthermore, the catastrophe theory of attitudes (Latané & Nowak, 1994) suggests that the level of involvement of an issue will modify DSIT's predictions. It was hypothesized that high involvement issues would cluster, correlate, and consolidate more than low involvement issues. The present study expanded on previous research to offer a more complete field test of DSIT and explore how involvement may affect cultural content and change. 1252 students from four residence halls participated in four online surveys over the course of the Fall 2002 semester. Participants indicated that they interacted more with those living in their immediate social unit (i.e., house) than those in their broader social units (i.e., residence hall, on-campus). In the 11 weeks between the first and final survey, geographical clustering of attitudes and behaviors increased over time, regardless of involvement levels, as students became more similar to those they lived with. The correlation of attitudes and behaviors also increased and to a greater degree for high involving issues. The consolidation prediction of DSIT was not supported. Continuing diversity, however, was supported. Low involving issues increased in diversity over time. Future research and implications are discussed.

F97

**HOW THE NEED FOR COGNITION SCALE PREDICTS BEHAVIOUR IN MOCK JURY DELIBERATIONS**

*Donna Shestowsky<sup>1,2</sup>, Leonard Horowitz<sup>3</sup>; <sup>3</sup>Stanford University* – Despite the importance of juror decisions to our legal system, many jurors do not actively participate during deliberations. The "Need for Cognition" (NC) Scale, a well-known personality inventory which measures intrinsic motivation to think, was used to test the hypothesis that individuals who are high in NC more actively participate during deliberations. Groups of four participants (two high and two low in NC) were assigned to decide a legal case. Individual predeliberation judgments on the case were obtained and participants subsequently engaged in deliberations to reach a unanimous verdict. Participants rated themselves and their jury-mates on measures relating to quality and quantity of participation. Deliberations were recorded to facilitate later behavioural coding by independent observers. Objective measures of time spent talking revealed that high-NCs spoke significantly longer during deliberations compared to low-NCs. Ratings suggested that high-NCs were significantly more active during deliberations, made more substantial contributions to the process and were regarded as more persuasive than their low-NC counterparts. Implications for interpersonal persuasion and legal policy are discussed.

F98

**DISCRETE EMOTIONS AND THEIR RELATIONSHIP TO PREJUDICIAL BEHAVIOR**

*Edith M. Rickett, John T. Cacioppo; University of Chicago* – Most prejudice research assumes that it is the intensity of the negative affect rather than the discrete quality that is important to behavior. The purpose of the present research was to examine the relationship between discrete and valence approaches to better understand the affective structure underlying racial prejudice. Specifically, information obtained from a discrete emotions scale (DES) to measure discrete emotional reactions to African-Americans was compared to information obtained from existing implicit and explicit measures of prejudice. The second aim of the study was to test whether there is unique predictive utility associated with a discrete emotions approach to racial prejudice. Individuals who had signed up for participation received an introductory email and request for preliminary information from an African-American or Caucasian fictional research assistant (e.g., "Jamal" or "Bradley"). Differences in the length of the email responses to the African American or Caucasian assistant served as the behavioral measure of prejudice. After arrival at the laboratory about a week later, participants completed the DES and various implicit and explicit measures of prejudice. First, results indicated that ratings on the DES for African-American targets were related to but not redundant with existing implicit and explicit measures of prejudice. Second, the DES ratings were more closely related to the behavioral measure obtained about a week prior to their arrival at the lab than existing implicit and explicit measures of prejudice.

F99

**NEW METHODS FOR ELICITING CONTEXT-DEPENDENT PERSONALITY AND SELF-CONCEPT RATINGS**

*James Grice<sup>1</sup>, Edward Burkley<sup>2</sup>, Melissa Burkley<sup>2</sup>; <sup>1</sup>Oklahoma State University, <sup>2</sup>University of North Carolina, Chapel Hill* – Personality and social psychologists have in recent years emphasized the importance of context in assessment. For instance, Cervone's (in press) model of "personality architecture" is idiographic in nature and emphasizes the importance of assessing individuals in specific social contexts rather than in terms of general, context-independent traits. Similarly, Crocker and Wolfe's (2001) contingencies of self-worth model incorporates the notion of context at its core. In this paper, we present data from a novel, idiographic sentence completion task that assesses how individuals view themselves and others in virtually any context (or domain of experience). The task was incorporated into a repertory grid procedure and evaluated in two studies. In the first study, ratings obtained from the procedure were shown to be internally consistent and reliable over time in the distinct domains of mathematics

and athletics. Moreover, ratings for oneself in the grids for each domain were correlated highly with corresponding subscale scores from Marsh's (1989) multidimensional self-concept questionnaire, hence supporting their validity. In the second study, the grid ratings were again shown to be internally consistent and to yield information that was truly distinct across the mathematics and athletics domains. Positive ratings for oneself in the grids also correlated highly with corresponding subscale scores from Marsh's questionnaire. The initial results from these two studies were hence very promising. If future studies support the efficacy of the sentence completion task for eliciting idiographic, self-report data in different contexts, it could prove to be a valuable research tool for personality and social psychologists.

F100

**REJECTION'S SILVER LINING: REJECTION'S POSITIVE EFFECTS ON PERFORMANCE IN REJECTION SENSITIVE INDIVIDUALS**

*Jan Halim, Geraldine Downey; Columbia University* – Research has shown that there are stable, individual differences in the perception of rejection in ambiguous situations. For individuals who are hypersensitive to the possibility of rejection, the perception (or experience) of rejection can severely impact their lives. Negative consequences may include greater relational depression (Ayduk et al, 2001) and greater relational hostility (Ayduk et al, 1999) as compared to those low in rejection sensitivity. The interpersonal literature also suggests that social domains can affect other domains of functioning e.g. loneliness may lead to poor health (Lynch, 1979); interpersonal discomfort may lead to a decrease in cognitive performance (Mendes et al, 2002). This research was conducted to examine the impact of rejection on performance in rejection sensitive individuals. In this study, participants completed a series of background measures and were then randomly assigned to one of three conditions. In the rejection condition, participants were asked to recall a meaningful interpersonal rejection experience. The acceptance condition prompted an acceptance memory. No memory was prompted in the control condition. Participants were then given five minutes to find as many words as possible in a word search. In contrast to the expected direction, findings showed that for those in the rejection condition being high in rejection sensitivity had a positive impact on the number of words found. This effect was significantly different from the acceptance and control conditions. These results suggest that relational vulnerabilities may have unexpected benefits.

F101

**STEREOTYPE THREAT AND PERFORMANCE: HOW SELF-STEREOTYPES INFLUENCE PROCESSING BY INDUCING REGULATORY FOCI**

*Beate Seibt<sup>1</sup>, Jens Förster<sup>2</sup>; <sup>1</sup>University of Wuerzburg, <sup>2</sup>International University Bremen, Germany* – We hypothesized that self-stereotypes can influence performance strategies by inducing regulatory foci. More specifically, activated positive self-stereotypes should induce a promotion focus state of eagerness and negative stereotypes a prevention focus state of vigilance. It follows that positive self-stereotypes should sensitize to promotion focus information and negative stereotypes to prevention focus information. Accordingly, Study 1 showed that a negative performance related self-stereotype leads to better recall for avoidance related statements while a positive stereotype leads to better recall for approach related statements. Given that self-stereotypes induce regulatory foci, original conclusions can be drawn for actual task performance. Previous research has shown that in tasks where speed increases the number of potential hits, promotion focus leads to faster performance compared to prevention focus. Prevention focus vigilance, on the other hand, entails the avoidance of false alarms and slows down performance. In Studies 2 and 3, an experimentally induced stereotype and the stereotype of women's better verbal skills affected speed and accuracy of performance as predicted. Drawing on regulatory focus literature, we further hypothesized that positive self-stereotypes lead to more creative performance while negative stereotypes lead to better ana-

lytical performance when these components are measured separately. Data from studies 4 and 5 supported these predictions. The findings suggest that self-stereotypes activate regulatory foci, and that fit to task demands moderates the relationship between regulatory focus activation and performance. They point to the importance of task characteristics and performance strategies for understanding stereotype threat effects.

#### F102

##### **AFFECTIVE AND EXPECTANCY-RELATED REACTIONS TO FEEDBACK FROM A BLACK INTERACTION PARTNER: THE ROLE OF INTERNAL AND EXTERNAL MOTIVATION TO RESPOND WITHOUT PREJUDICE**

*Stephanie Vance, Patricia Devine; University of Wisconsin, Madison* – Though intergroup interactions sometimes go well and other times poorly, little is known about how people respond to such success and failure experiences or their implications for future interactions. This study examined White individuals' affective and expectancy-related reactions to feedback from a Black interaction partner that they had either seemed nonprejudiced (positive feedback) or prejudiced (negative feedback). The primary goal was to assess whether people's reactions vary as a function of whether and why they are motivated to respond without prejudice. Individuals with varying levels of internal (IMS) and external (EMS) motivation to respond without prejudice participated individually. After a brief interaction with a Black confederate, participants received either positive or negative feedback and then completed an affect measure, a thought-listing task, and an outcome expectancy measure for an (ostensible) second interaction. The positive feedback condition yielded no effects of motivation. In the negative feedback condition, high EMS participants reported more anxiety and anger about the interaction. Thought-coding indicated that the quality of anger feelings differed as a function of IMS; whereas low IMS, high EMS participants reported anger toward the confederate, high IMS, high EMS participants' anger was self-directed. Outcome expectancies indicated that high EMS participants wanted to avoid the second interaction more than low EMS participants. Only low IMS, high EMS participants' outcome expectancies for the second interaction were unaffected by feedback, indicating that their positive expectancies were maintained in the face of negative feedback. Results are discussed in terms of their implications for the self-regulation of prejudice.

#### F103

##### **IMPLICIT RACE ATTITUDES IN AFRICAN-AMERICAN AND HISPANIC CHILDREN**

*Andrew Scott Baron, Anna Shusterman, Andrew Bordeaux, Mahzarin R. Banaji; Department of Psychology, Harvard University* – On a measure of relative implicit preference for Black over White, adult African-Americans do not exhibit in-group positive attitudes shown by White-Americans. This lack of an in-group positive attitude is presumed to reveal an internalization of the negative attitude toward African-Americans in American society. Children provide an opportunity to test how early such attitudes are learned. If they show strong implicit in-group favoritism, it will suggest that the attitude observed in adults emerges relatively late in development. If they mimic the lack of in-group favoritism observed in large samples of African-American adults, it will suggest this pattern emerges relatively early. Forty-six African-American and Hispanic-American 12- and 13-year-olds were tested on a modified Black/White IAT measuring race attitude and identity. African-American children showed no bias in their implicit Black-White preference, even though they explicitly reported strong Black preference, mimicking the data of African-American adults. By contrast, Hispanic children showed an implicit preference for White over Black, but explicitly reported neutrality. To the extent that Hispanic children implicitly identified more with White than Black, the more they showed an anti-Black attitude. These data show that the lack of a strong and positive implicit in-group attitude among African-Americans is present earlier in development than previously observed. Furthermore, these data reveal marked differences in the development of implicit atti-

tudes in Hispanic children compared with African-American children, both in implicit attitudes and in the degree of cognitive-affective balance between identity and attitude. Implications for theories concerning the development of implicit and explicit attitudes are discussed.

#### F104

##### **FACETS OF LONELINESS: EXPLORING THE EXPERIENCE OF LONELINESS USING THE R-UCLA LONELINESS SCALE**

*Louise Hawkey<sup>1</sup>, Michael Browne<sup>2</sup>, John Ernst<sup>3</sup>, Mary Burleson<sup>4</sup>, John Cacioppo<sup>1</sup>; <sup>1</sup>The University of Chicago, <sup>2</sup>The Ohio State University, <sup>3</sup>Illinois Wesleyan University, <sup>4</sup>Arizona State University* – Two studies were conducted to examine the nature of the loneliness experience. In the first study, 2,531 undergraduate students (age = 17-39, M = 19, SD = 1.5) completed the revised UCLA Loneliness Scale (R-UCLA, Russell et al., 1980) and a variety of personality and demographic questionnaires. Exploratory and confirmatory factor analyses of the R-UCLA revealed three facets of loneliness generalizable across gender: Isolation, Connectedness, and Belongingness. Preliminary discriminant validity of the three facets was provided by unique patterns of correlations with conceptually related personality and demographic variables. In the second study, 197 middle-aged males and females of Caucasian, African American, and Hispanic ethnicity (age = 50-66, M = 58, SD = 4.4) completed the R-UCLA and a variety of social and demographic questionnaires. Impressively, a confirmatory factor analysis revealed a good fit of the data from these diverse older adults to the factor structure evident in the relatively homogenous young adult sample (RMSEA = .058, 90% C.I. = .045-.070). Consistent with predictions, partial correlations revealed unique and independent associations between Isolation and marital status, between Connectedness and number of relatives, and between Belongingness and number of friends and church attendance. Finally, the loneliness facets not only had different social antecedents, but also different consequences. Whereas each of the loneliness facets was significantly correlated with systolic blood pressure, self-reported physical and emotional health, and depression, partial correlations revealed a unique and independent association between Belongingness and diastolic and mean arterial pressure, and between Isolation and the health and depression variables.

#### F105

##### **THE AUTOMATICITY OF EMOTION RECOGNITION**

*Richard W. Robins, Jessica L. Tracy; University of California, Davis* – Building on Darwin's seminal work on the expression of emotions, contemporary researchers have argued that emotion expressions evolved, in part, to communicate survival-oriented needs. These expressions are assumed to be displayed and recognized very quickly, if expressions carry life-saving information, interpreting them should not require deliberation. Although this assumption implies that emotion recognition is an automatic process, this issue has yet to be directly addressed. Participants (N=41) viewed a series of photographs and judged whether or not a specific emotion (anger, contempt, disgust, fear, happiness, pride, sadness, or surprise) was expressed in each photo (e.g., "Is this fear?"). Participants were randomly assigned to one of two conditions. In the "fast" condition, participants were told to identify the emotion as quickly as possible, and were given a maximum of 1.5 seconds to respond. In the "slow" condition, participants viewed each photo for 8 full seconds before they were allowed to respond. Recognition rates averaged 89% (range=46-95%) in the fast condition (mean response latency=730ms) and 95% (range=67-100%) in the slow condition, and did not differ across conditions for most of the emotions. To further explore the speed of recognition, we examined recognition rates for participants who responded in under 600 ms. Even in this context, where controlled processing may not be possible, recognition remained greater than chance for all emotions (range=74-99%) except contempt (36%). These results are consistent with the claim that emotion recognition is automatic. Future directions include manipulating cognitive load to examine the degree to which recognition requires attentional resources.

**F106**

**PREDICTING CHANGES IN ADOLESCENTS' ALCOHOL OUTCOME EXPECTANCIES** *Steven Martino, Rebecca Collins, Phyllis Ellickson, Terry Schell, Dan McCaffrey; RAND* – According to alcohol expectancy theory, information from direct and indirect experiences that link alcohol use to rewards or costs is stored in memory and later retrieved when decisions to drink are made. Parents and peers are important sources of information about alcohol's effects, as is advertising. Bonds to conventional institutions may also shape adolescents' beliefs about alcohol. Using data from 1,410 8th grade adolescents, we assessed the utility of peer and parental influence, alcohol advertising, and bonds to school, family, and community in predicting the development of alcohol outcome expectancies. Our measure of alcohol outcome expectancies, administered in Grades 8 and 9, included 13 positive and 14 negative outcomes. We used CFA to develop a measurement model of the expectancy scale, and found that item responses could be explained by two factors: alcohol positivity (a tendency to rate positive outcomes as more likely than negative outcomes) and perceived outcome likelihood (a tendency to rate all outcomes, regardless of valence, as likely). We then split participants into drinkers and nondrinkers based on 8th grade alcohol use, and used multiple-group path analysis to prospectively model Grade 9 expectancies. Controlling for Grade 8 expectancies, more alcohol use by one's peers and parents predicted greater alcohol positivity among drinkers, but not nondrinkers. Greater approval from friends and parents predicted a lower perceived likelihood of alcohol outcomes among nondrinkers, but not drinkers. For both groups, greater amounts of exposure to beer concessions predicted a lower perceived likelihood of alcohol outcomes. Implications for interventions that attempt to modify adolescents' expectancies are discussed.

**F107**

**MERITOCRACY BELIEFS UNDER THREAT: INVESTIGATING THE INTERPERSONAL CONSEQUENCES OF CLAIMING DISCRIMINATION** *Cheryl R. Kaiser<sup>1</sup>, Stav Shatzki<sup>2</sup>, Michael Bartholomew<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>University of California, Santa Barbara* – Research indicates that African Americans who blame negative events on prejudice rather than alternative internal and external causes are derogated, and that this derogation occurs even when prejudice is blatant (Kaiser & Miller, 2001; 2003). In order to understand this derogation of discrimination claimants, we proposed and tested a meritocracy threat hypothesis. We hypothesized that discrimination claimants are particularly threatening to individuals who strongly endorse meritocracy beliefs, such as those contending that America is a fair place where any individual can get ahead through hard work, and the individuals who endorse these beliefs will deal with this threat by derogating its source (e.g., Lerner, 1980; Pyszczynski, Greenberg, & Solomon, 1997). Fifty-four undergraduates, who previously completed a meritocracy beliefs measure, read about an African American target who received a failing test grade from a racist European American grader. Participants learned that the target person attributed his failure to discrimination, his test answers, or test difficulty. Participants then completed measures of perceived threat (e.g., feeling anxious, threatened, calm (reversed)), and derogation of the target (e.g., rating him as hypersensitive, irritating, a complainer). As predicted, results revealed significant interactions between meritocracy beliefs and attribution condition on the threat and derogation measures. In the discrimination attribution condition, endorsing meritocracy beliefs was associated with increased perceived threat and derogation of the target. In the control attribution conditions, meritocracy beliefs were negatively related to perceived threat and were unrelated to derogation of the target. Implications of this work for understanding intergroup relationships will be discussed.

**F108**

**RELATIONAL SOCIAL TUNING OF WOMEN'S SELF-EVALUATIONS: WHEN THE SEXIST VIEWS OF ANOTHER SOCIAL ACTOR INFLUENCE WOMEN'S SELVES** *Jeffrey Huntsinger, Stacey Sinclair; University of Virginia* – Previous research has shown that members of stigmatized groups' self-evaluations align with the stereotype relevant views of another social actor when they wish to foster a relationship with this person (high relationship motivation), but contrast away from those views when they do not wish to foster a relationship (low relationship motivation; Sinclair, Huntsinger, Skorinko, & Hardin, 2003). The present research investigates the parameters of relational social tuning in the context of stereotypical views about women and women's self-evaluations. First, it determines whether social tuning is sensitive to instances of subtyping. Second, it tests whether social tuning will occur when the views of another are blatantly expressed. Across two experiments, we predict and find that female participants' self-evaluations are more stereotype consistent when they have high versus low relationship motivation toward a social actor who verbally expresses stereotypical views of women and stereotypical views of them personally. We also predict and find that social tuning is sensitive to subtyping. Under conditions of high but not low relationship motivation, women's self-evaluations are less stereotypical when another social actor holds stereotypical views of their group but not of them personally. These self-evaluative shifts are found even when the other person's sexist views are verbally conveyed. These results suggest the sensitivity of relational social tuning to inconsistencies in another's views, with women tuning their self-evaluations to those views most relevant to their selves (i.e., the individual level views). Further, we demonstrate the robustness of relational social tuning to even blatant expressions of sexism.

**F109**

**BEYOND SAT AND GPA: THE FIVE FACTOR MODEL, PROACTIVITY, AND NONACADEMIC CRITERIA** *Maureen Conard; Sacred Heart University* – Universities have long used standardized, quantitative measures to predict GPA. However, qualitative judgments of applicants' characteristics, (e.g., letters of recommendation, high school extra-curricular activities), are often used in efforts to select students that are "well-rounded" in addition to academics. A case can be made for examining standardized personality measures as potential replacements for qualitative judgments, and for expanding the criteria beyond GPA to include participation in nonacademic aspects of university life as well as retention. Research has shown that Conscientiousness predicts GPA and retention, and other Five Factor Model (FFM) characteristics do not. Proactive personality has predicted participation in volunteer activities. The present study examined the relationships among FFM characteristics, Proactive Personality, GPA, SAT, participation in university extra-curricular activities, and intention to graduate. Questionnaire data collected from 300 undergraduates included the NEO-FFI (Costa & McCrae, 1992); the Proactive Personality scale (Seibert, Crant & Kraimer, 1999); items regarding participation in student organizations, community service, sports; and intentions to graduate. Participation in community service and student organizations correlated with intentions to graduate. SAT correlated with GPA but not with any nonacademic criteria. GPA was neither related to level of participation in activities nor to intentions to graduate. Multiple regression results indicated that Extraversion predicted participation in community service and sports, and Agreeableness and Proactivity showed (marginal) predictivity for participation in student organizations. Standardized personality measures have utility in predicting a variety of criteria important to academic institutions, and may prove to be valid, parsimonious replacements for qualitative judgment processes.



**F110**

**DO BILINGUALS HAVE TWO PERSONALITIES?** *Nairan Ramirez-Esparza<sup>1</sup>, Samuel D. Gosling<sup>1</sup>, Veronica Benet-Martinez<sup>2</sup>, James W. Pennebaker<sup>1</sup>*; <sup>1</sup>University of Texas at Austin, <sup>2</sup>University of California Riverside – In the context of studying bilinguals, Ervin (1969) proposed that “a shift in language is associated with a shift in social roles and emotional attitudes” (p. 506), suggesting that bilinguals might express two personalities; according to this idea each language triggers a set of unique behaviors and attitudes related to the cultural context in which it was learned. A series of five studies tested the idea that bilinguals express two personalities. The first two studies derived hypotheses about the specific personalities to be expected in Spanish-English bilinguals. Study 1 assessed stereotypes held by Mexican and American students about Spanish and English speakers. Study 2 assessed the personalities of individuals in Spanish-speaking and English-speaking cultures. The findings of these studies converged for some traits (i.e., Extraversion, Neuroticism, and Openness), but not for others (i.e., Agreeableness and Conscientiousness). These findings were used to derive predictions about the different personalities that would be expressed by Spanish-English bilinguals when tested in each of their languages. Three studies tested these predictions in Mexican and American bilinguals assessed when abroad and in their home country. The findings converged to suggest that when using English individuals are more extraverted, agreeable and conscientious than when using Spanish. Further analyses indicated that the differences could not be attributed to anomalous items, nor to translation effects. Results are discussed in terms of the effects stereotypes, cultural values, and language might have on self-rated personality.

**F111**

**IMAGINING THAT VOICE IN YOUR HEAD: AUDITORY VERBAL IMAGERY ACTIVATES PRIMARY AUDITORY CORTEX** *David Kramer, C. Neil Macrae, Joe Moran, William Kelley*; Dartmouth College – Auditory verbal imagery is a crucial component of human communication. It has been proposed that the ability to understand language depends on a verbal imagery store. This ‘inner voice’ is a little understood aspect of cognition. This experiment examines the neural components underlying this system. Subjects were monitored with fMRI during a blocked design incidental memory paradigm. A pilot study showed significant memory enhancement ( $p < .05$ ) for imaged words versus non-imaged words. In the present study, fourteen subjects undergoing MRI were instructed to read silently single words, prepare to speak them aloud, and imagine them spoken in their own voice, but never actually articulate. In the control condition, subjects read words silently without imagery. Simultaneously, subjects made ‘yes’/‘no’ decisions on each word. Consistent with the ‘levels of processing’ (LOP) literature, decisions involved either ‘shallow’ encoding (color judgment) or ‘deep’ encoding (semantic judgment). In a subsequent recognition test, subjects decided whether given words had been presented earlier. Neuroimaging results show significantly increased BOLD signal in Heschl’s gyrus ( $p < .005$ ) during the imagery condition. Behavioral results replicated the pilot by showing a significant interaction ( $p = .02$ ) between LOP and imagery – of the words presented in the deep encoding condition, those verbally imaged were recognized more frequently. Previous studies predicted the involvement of primary auditory cortex in auditory verbal imagery but have been unable to show that BOLD activation is increased in this region during imagery tasks. The present finding, and the discovery of enhanced memory for imaged words, increases our understanding of human language processing.

**F112**

**EXPLAINING THE FAILURE TO ANTICIPATE UNANTICIPATED CONSEQUENCES: DO WE ANCHOR TOO MUCH UPON OUR INTENTIONS?** *Joyce Ehrlinger, Thomas Gilovich*; Cornell University – History is replete with examples of surprising unintended effects resulting from simple changes. Across several studies, I demonstrate that fail-

ure to anticipate the behavior of a system arises, in part, from a tendency to think of changes in overly simplistic terms. Individuals consider proposed changes in isolation, rather than as part of a system of interconnected variables, in a way that leads them to neglect potentially profound indirect effects of those changes. I show that individuals, at times, recognize that they should adjust to account for indirect effects. However, adjustments tend to be insufficient and their predictions tend not to properly account for indirect effects. I demonstrate this consequence of anchoring and adjustment by having participants consider changes naturally or while cognitively busy. Participants expected the overall impact of the Homeland Security Act and the Color Coded Terror Alert system to be closer to President Bush’s described intentions when cognitively busy compared to controls. This pattern was mediated by a greater tendency for those not cognitively busy to think of potential indirect effects of these new policies. Similarly, individuals who naturally tend to think about issues with great care, those high in need for cognition, were more likely to think about indirect effects of their choices in a SimSafari game. Participants who considered the indirect effects of their choices in the game made more accurate estimates of their final score. Thus, it seems that consideration of changes as part of a complex system might lead to fewer unanticipated consequences.

**F113**

**THE EFFECT OF PRIMING TERRORIST EVENTS ON THE NEED FOR WORLDVIEW CONSENSUS VALIDATION** *Chandra Y. Osborn, Jeffrey D. Fisher, Blair T. Johnson, Crystal L. Park, Julie Montegudo, Meredith Williams, Allecia E. Reid, Jennifer Goss, Christopher Gavin*; University of Connecticut – Cultural worldviews buffer the anxiety produced by mortality salience (Greenberg et al., 1986). From this perspective, perceiving high levels of worldview consensus increases people’s confidence in the correctness of their attitudes/beliefs, and thus increases the anxiety-buffering effectiveness (Pyszczynski et al., 1996). Two studies were conducted to test the hypothesis that reminding people of the September 11th (9/11) terrorist attacks on the one-year anniversary of the event would increase their need for worldview consensus. In the field study, passersby ( $N = 419$ ) the former World Trade Center (WTC) were asked to estimate the extent of social consensus for a culturally relevant attitude in front of, and 100 meters on either side of, a 9/11 memorial wall. These participants were also randomly assigned to view a WTC prime or Statue of Liberty prime. A laboratory study ( $N = 360$ ) was conducted to replicate, and thus validate the field study findings. Both studies asked participants to estimate the percentage of Americans who shared their opinion about whether the law should permit same sex marriage. In the field study, participants who held the minority position on the issue estimated greater consensus for their opinions when interviewed in the presence of the WTC prime versus the Statue of Liberty prime, and this effect was most pronounced when participants were surveyed on the 9/11 anniversary 9/11 versus before or after this date. The findings were not replicated in the lab. Implications of these studies, in addition to recommendations for future research directions, will be discussed.

**F114**

**FAILURE TO WARN: BLACK STUDENTS RECEIVE LESS REALISTIC FEEDBACK ON THE CONSEQUENCES OF DIFFICULT CLASS LOADS.** *Jennifer Randall Crosby, Benoît Monin*; Stanford University – How realistic is the academic feedback given to minority students? Participants playing the role of peer academic advisors gave feedback to a hypothetical Black or White student about a proposed course load designed to be excessively difficult. We predicted that concerns about being or appearing racist would prevent participants from warning Black advisees that their proposed load was too demanding. Indeed, White targets were significantly more likely than Black targets to be told that they would need additional help (such as tutoring) and that they would have little time left for non-academic activities if they pursued the proposed plan. In terms of direct advice to the student, we

observed a similar main effect (more warning given to a White student than a Black student), qualified by a significant interaction such that there was no difference in the advice given when the experimenter was White, but a significant difference when the experimenter was Black. With Black experimenters, participants were significantly more likely to advise a White student than a Black student that the proposed plan was too difficult. Because having a Black experimenter present is most similar to giving direct feedback to an actual Black student, these results suggest that the fear of being or appearing prejudiced may lead to less warning being given to minority students about the potential negative consequences of academic decisions. This “failure to warn” might contribute to differential academic choices, as well as differential chances of academic success, between White and minority students.

#### F115

##### **SOCIAL DOMINANCE ORIENTATION, RIGHT-WING AUTHORITARIANISM, AND GENDER AS PREDICTORS OF HETEROSEXUALS' ATTITUDES TOWARD HOMOSEXUALITY, BLACKS, AND ARABS**

*Russell Webster, Heather Coon; North Central College, Naperville, IL* – In the current study, the goal was to further explore the relationship between personality variables and attitudes toward homosexuality and minority groups. Participants completed surveys that included a social dominance orientation scale, a revised right-wing authoritarianism scale, a nationalism scale, an equal opportunity scale, an anti-Black racism scale, an anti-Arab racism scale, and a components of attitudes toward homosexuality scale comprised of cognitive, affective, behavioral, and stereotypical subscales. T-tests showed that males significantly held more negative attitudes toward homosexuals than females, and males scored significantly higher on right-wing authoritarianism (RWA) than females. No significant difference was found between males' and females' scores on social dominance orientation (SDO). Multiple regression analyses demonstrated that gender and RWA predicted attitudes toward homosexuality, while SDO was the main predictor of attitudes toward Blacks. Additionally, both RWA and SDO, but not gender, predicted attitudes toward Arabs. The study concludes with remarks on the findings and how the results may be applied to the future research of prejudice and programs dealing with the eradication of prejudice.

#### F116

##### **AUTOMATIC ACTIVATION OF PERSONALITY CONCEPTS IN MEMORY: PRIMING IMPLICIT EXTRAVERSION AND NEUROTICISM**

*Tarik Bel-Bahar, Junko Kikuchi, Connie Turncott; University of Oregon* – This study examined implicit activation of personality trait concepts related to Extraversion-Introversion and Neuroticism-Stability. Self-relevant trait activation was measured twice, before and after priming with a trait word categorization task based on the Implicit Association Test (IAT). Scores on the IAT do not correlate with self-report, are influenced by recent priming, and assumed to reflect implicit evaluations associated with the self-concept. In this study, self-report trait ratings were expected to have low correlations with IAT scores. Priming with images related to a specific personality category (Extraversion, Introversion, Neuroticism, or Stability) was expected to increase IAT scores on the primed personality category. Results show that IAT scores were internally consistent and did not correlate with self-report scores. Participants evidenced stronger implicit associations between Self and the categories of Extraversion and Stability, rather than Introversion and Neuroticism. There was no evidence of significant changes in IAT scores due to personality category-specific priming. In all experimental groups, IAT Neuroticism scores increased, suggesting an overall increase in the activation of self-relevant Neurotic trait concepts between the first and second IAT. This study confirms previous findings that IAT scores on personality constructs do not correlate with explicit self-report measures of the same constructs. In addition, the IAT may be useful only as a measure of implicit evaluative rather than semantic associations related

to trait self-knowledge. More research is needed to examine the implicit aspects of personality constructs that have minimal evaluative content. Future directions for the field of implicit personality assessment are summarized.

#### F117

##### **AN INVESTIGATION OF A HIERARCHICAL MODEL OF PERSONALITY AND DIET BEHAVIOR**

*Tim Bogg, Dustin Wood, Michelle Webb, Brent Roberts; University of Illinois, Urbana-Champaign* – Based on proposed (Hooker, 2002) and hypothesized hierarchical relations between personality and behavior, the present study tested relationships between two sets of trait and motivation constructs and diet behavior. Participants (N = 77) completed a Big Five Conscientiousness measure, a parallel Conscientiousness measure related to diet behavior, a health value scale, a measure of satisfaction with diet-related personal strivings, and a self-reported diet measure. Participants also were weighed on a calibrated electronic scale. We hypothesized that the top level of the hierarchy was represented by the Big Five measure of Conscientiousness and personal value on health. The next level was represented by diet behavior Conscientiousness and satisfaction with diet-related strivings. The next level was represented by the diet measure, and the bottom level was body weight. We predicted relations to exist within levels and between adjacent levels. Path analyses provided support for the hypotheses. Conscientiousness was positively related to personal value on health ( $p < .05$ ). Diet behavior Conscientiousness was not significantly related to satisfaction with diet-related strivings. Positive predictive paths were found for Conscientiousness and diet behavior Conscientiousness, diet behavior Conscientiousness and self-reported diet, value on health and satisfaction with diet-related strivings, and satisfaction with diet-related strivings and self-reported diet ( $p < .05$ ). Self-reported healthy diet negatively predicted body weight ( $p < .05$ ). Paths not initially hypothesized were found to be non-significant (e.g., Conscientiousness did not directly predict self-reported diet). The results provide support for a hierarchical model of personality and behavior and suggest the potential for a useful analytic framework.

#### F118

##### **CONTRAST EFFECTS IN NONCONSCIOUS PRIMING OF RISK PREFERENCE**

*Katie Hotchkiss, Daniel Oppenheimer, Benoit Monin; Stanford University* – Research suggests that nonconscious priming influences the pursuit of behavioral goals (Bargh et al., 2001). For example, Erb et al. (2002) reported that priming can induce preferences such as risk-aversion or risk-seeking across a range of decision-making scenarios. However, Erb et al. (2002) did not address two crucial questions about the priming of risk preference. First, a baseline of risk preference was never established, so the magnitude of behavioral shifts due to the primes could not be determined. Second, the risk-averse priming condition confounded positive connotations of risk-aversion (e.g., cautious) with negative connotations of risk-seeking (e.g., reckless), whereas the risk-seeking priming condition did the opposite (e.g., adventurous, timid). It is thus unclear in each case which component of the priming is at work, and whether the effect was obtained by making the target mindset desirable or the opposite undesirable. Our study seeks to disentangle these two potential processes by including a neutrally primed baseline condition and separating the Erb et al. (2002) experiment's risk-averse and risk-seeking priming conditions. Participants were primed by ranking the frequency of a series of words including several prime-related words. In an ostensibly unrelated task, participants completed decision-making scenarios from Erb et al. (2002) that assessed risky behavior. The only priming condition significantly differing from the baseline condition was negative connotations of risk-aversion, which led to heightened risk-seeking behavior. Thus, the results seem to be essentially due to a contrast effect. The implications of this surprising finding are discussed.

F119

**PREDICTING ANTISOCIAL WORKPLACE BEHAVIORS: EXAMINING THE INTERACTION BETWEEN SOCIAL EXCLUSION AND PERSONALITY**

*Jennifer Harden, Robert Hitlan; University of Northern Iowa* – Research into the consequences of being socially ostracized indicates that one reaction to being ostracized is for targets' to become angry and engage in antisocial and withdrawal types of behaviors (Williams, Cheung, & Choi, 2001a; Twenge, Baumeister, Tice, & Stucke, 2001). Moreover, research on employee aggression and antisocial behavior has found that individual differences play a role in both targets reactions to ostracism (Kelly, 2001) and the expression of antisocial workplace behaviors (Douglas & Martinko, 2001). Currently, however, little research has examined how the perception of being excluded from work-related activities interacts with an employee's personality in producing antisocial workplace behaviors. The current research further explored the role of personality in moderating the effects of workplace exclusion on antisocial workplace behaviors. One-hundred working students completed a computer-based workplace experiences survey. The survey included measures assessing how frequently employee's perceived of themselves as being excluded from work-related activities (Hitlan, 2003) and the NEO personality inventory (Costa & McCrae, 1992, 1995). Results of a series of moderated multiple regression analyses using antisocial behavior as the dependent variable indicated significant interactions between personality and exclusion. At higher levels of exclusion, those reporting higher levels of neuroticism and openness to experience reported more antisocial behavior. In contrast, at higher levels of exclusion, those reporting lower levels of extraversion and conscientiousness reported the most antisocial behavior. The current research begins to fill the gap in how workplace exclusion interacts with personality in predicting workplace behaviors.

F120

**TOPIC SWITCHING IN EXPRESSIVE WRITING: SUPPORT FOR A SELF-REGULATION EXPLANATION**

*Joanne Frattaroli; University of California, Riverside* – The health and psychological benefits of expressive writing have been well established (Symth, 1998). One reason that writing is believed to be helpful is because it allows people to gain insight into and understanding of traumatic events (Pennebaker & Seagal, 1999). Indeed, some researchers have found that expressive writers who increase their use of causation and insight words throughout the course of writing show the greatest improvements (Pennebaker & Francis, 1996). If gaining insight and understanding about an event mediates improvement, it would seem important to write about the same event during all writing sessions. The present study sought to examine the effects of topic-

switching by experimentally manipulating the instructions given during expressive writing. Results showed that all groups of expressive writers (who complied with study instructions) showed improvement over a control group (and non-compliers) on a standard outcome measure (reduced illness-related doctor's visits), in addition to previously untested outcome measures such as pre-experimental to post-experimental increases in GPA and decreases in school absenteeism. However, there were no significant differences in improvement between participants assigned to write expressively about the same topic, those allowed to write expressively about different topics, or those given no instructions regarding topic-switching during expressive writing. Furthermore, increased use of causation and insight words among expressive writers did not significantly predict improvement on any outcome measure. These contradictory findings are discussed in light of a self-regulation explanation of expressive writing (King, 2000).

F121

**SELF-RECOGNITION, CLOSE-OTHER RECOGNITION, AND FAMILIAR NONCLOSE OTHER RECOGNITION**

*Sarah B. Ketay<sup>1</sup>, Arthur Aron<sup>1</sup>, Julian P. Keenan<sup>2</sup>; <sup>1</sup>Stony Brook University, <sup>2</sup>Montclair State University* – This research addresses two questions: Does the self-reference effect observed in trait judgments and related contexts also apply to self-recognition? As predicted by Aron et al.'s model of including other in the self, is it more difficult to recognize self in comparison to close others than to nonclose others? Participants attempted to identify rapidly presented faces as self or other; in each of 24 sets of 12 faces, half were of self, half of an other. In half the sets, other was the participants best same-sex friend; in the other half, other was a familiar same-sex celebrity. Sets were also counterbalanced over question asked (Is it you? vs. Is it other?) Consistent with the general self-reference effect, participants were more accurate when asked to identify self (mean proportion correct = .74) than other (.59),  $p < .001$ . Consistent with the inclusion-of-other-in-self model, participants had a slightly harder time distinguishing self from other when other was friend (.63) than when other was the celebrity (.69),  $p < .05$ ; however, this result was qualified with an interaction ( $p < .05$ ), such that participants had a particularly hard time distinguishing self from friend when it was the friends face that was presented. If these results are replicated, they suggest that the general self-reference advantage also applies for self- vs-other recognition and they support the prediction that people confuse themselves with close friends more than with familiar nonclose others. Limits and alternative explanations are considered.

**SATURDAY, JANUARY 31, 1:00 – 2:30 PM**

**G1****PRIOR HAPPINESS AND PRESENT ACTIVITY CHOICE: EVIDENCE FOR A POSITIVE MOOD-MAINTENANCE GOAL**

*Ian M. Handley<sup>1</sup>, G. Daniel Lassiter<sup>2</sup>, Chris A. James<sup>2</sup>; <sup>1</sup>University of Florida, Ohio University, <sup>2</sup>Ohio University* – The hedonic contingency hypothesis (Wegener & Petty, 1994) argues that individuals come to learn that while happy, but not while in neutral or sad moods, careful attention to the affective qualities of stimuli is rewarded whereas ignoring these qualities is punished. To maximize reward, individuals eventually learn to seek out positive information/activities while experiencing happiness. Interestingly, research conducted by Handley, Lassiter, Nickell, and Herchenroeder (in press) suggests that this tendency proceeds automatically and nonconsciously. The current research was conducted to test the hypothesis that this tendency reflects a mood-maintenance goal that, once activated via the experience of a happy mood, continues to influence goal-directed preferences even after the happy mood has changed. Testing this hypothesis, 69 participants read either a happy or neutral mood-manipulation article after which all participants watched a sad mood-manipulation video. Participants then rank ordered labeled videos, ostensibly differing in content happiness (in addition to 2 other qualities; 2 versions), from those they most, to least, wished to view. Consistent with predictions, although all participants were equally sad while ranking the videos, previously happy participants preferred the happy videos more so than the previously neutral participants,  $F(1, 69) = 2.55(3)$ ,  $p = .058$ , one-tailed. These results provide some initial evidence that the experience of a happy mood triggers a mood-maintenance goal, not merely a tendency, which operates until it has been fulfilled. As a result, prior moods, not only experienced moods, may influence information/activity seeking.

**G2****ILLNESS SCHEMAS IN MEDICAL DECISION-MAKING: THE EFFECTS OF SEX, RACE AND SOCIOECONOMIC STATUS ON DIAGNOSTIC AND TREATMENT JUDGMENTS**

*E. Kiernan McGorty<sup>1</sup>, Jennifer S. Hunt<sup>1</sup>, Srividya N. Iyer<sup>1</sup>, Alexander J. Rothman<sup>2</sup>; <sup>1</sup>University of Nebraska, Lincoln, <sup>2</sup>University of Minnesota* – Diagnostic and treatment decisions frequently vary by patient sex, race, and socioeconomic status. One potential source of these disparities involves medical professionals' illness schemas, which include beliefs about the social groups who are likely to develop particular health problems. Holding symptoms constant, medical professionals may be more likely to diagnose and treat schema-consistent rather than schema-inconsistent patients. 368 participants, including medical doctors, physician's assistants, nurse practitioners, and medical students, participated in a web-based study in which they evaluated a fictitious patient with symptoms of anorexia nervosa. The sex, race, and SES of the patient were manipulated, but the symptoms were held constant. Participants rated the likelihood that the patient had four plausible illnesses and the appropriateness of eight potential treatments for mental and physical health conditions. Consistent with predictions, participants were more likely to diagnose anorexia nervosa when the patient was presented as female ( $\beta = .23$ ,  $p < .001$ ) rather than male, and White ( $\beta = .20$ ,  $p < .001$ ) rather than Black. Patient sex and race accounted for about 13% of the variance in diagnostic judgments. Estimates of anorexia did not differ significantly according to patient SES. Participants were more likely to recommend appropriate treatments (e.g., diet counseling and psychotherapy referrals) when the patient was female and White with the effects largely mediated by the contributions of race and sex to diagnostic judgments. This study suggests that clinical decisions made by health care professionals may often be consistent with their schematic beliefs about the groups of people likely to develop specific illnesses.

**G3****THE EFFECT OF STEREOTYPIC VIEWS OF SIGNIFICANT OTHERS ON SELF-EVALUATIONS**

*Janetta Lun, Stacey Sinclair; University of Virginia* – Research on the relational self suggests that the self is partly shaped by the beliefs and standards of significant others (Andersen & Chen, 2002). Given the pervasiveness of stereotypes, it is likely that individuals have significant others who hold stereotypes of the social group that they belong to. Given this, the present research examines whether perceived beliefs of significant others provide a means by which stereotypes affect self-evaluations of stereotyped targets. This hypothesis was tested in a two-stage experiment examining how the ways that participants thought they were perceived by significant others impacted their self-evaluations. During Stage 1, ninety-seven female participants were asked to describe several important or unimportant persons in their lives, who perceived them as having particular traits. These traits included communality and agency, which capture stereotypic feminine and masculine attributes respectively. About a week later, participants were asked to recall their descriptions of the person they thought perceived them as communal or agentic, with the first name of the person as a recall cue. Finally, they completed an ostensibly unrelated self-evaluation questionnaire in which they rated the degree to which feminine and masculine traits applied to them. The results showed that participants saw themselves as more feminine when they recalled an important person who perceived them as communal, and saw themselves as more masculine when they recalled an important person who perceived them as agentic. These findings suggest that stereotypic perceptions of significant others are a mechanism by which stereotypes affect targets' self-evaluations.

**G4****PERCEIVED AUTONOMY AND PARTNER AFFIRMATION**

*Madoka Kumashiro, Caryl Rusbult; 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. Partner affirmation, or partner behavior that is compatible with the individual's ideal self, has been shown to facilitate self movement toward the ideal (Drigotas, Rusbult, Wieselquist, & Whitton, 1999). However, research also points to some detrimental effects of receiving social support. Using principles of self determination theory (Deci & Ryan, 2000), we propose that successful partner affirmation entails maintaining need for autonomy in the self. In the current study, one hundred fifty romantic couples reported on their own and their partner's behaviors after engaging in a videotaped conversation about one of the partner's most important goals. Results of hierarchical linear modeling analyses revealed that perceived self autonomy during the conversation partially mediated the relation between partner behavioral affirmation and increases in self movement towards the goal, determination to achieve the goal, and confidence in achieving the goal. In line with other tenets of the self-determination theory, perception of autonomy, competence and relational needs each contributed unique variances to reports of positive perceptions of self and partner behavior, and positive feelings about the interaction for both within-subjects and across-partner analyses. These data suggest that successful partner affirmation rests in part on the partner's ability to maintain and fulfill the need for autonomy, competence and relationships in the self.

**G5****PRESENTING FREQUENCY DATA IN BAYESIAN TASKS: DOES EVERYBODY BENEFIT?**

*Katy Long, James Friedrich; Willamette University* – Gigerenzer and Hoffrage (1995, 1999) argue that performance on Bayesian reasoning tasks can be improved by presenting relevant data as frequencies, ostensibly due to the better fit between the input format and algorithms that would have evolved for handling such problems. However, much of the research evidence comes from high cognitive ability populations. An alternative interpretation is that frequency

formats do not activate evolved algorithms (presumably present sample-wide) but instead simplify a problem sufficiently for certain individuals to apply formal computational rules in solving it. This latter hypothesis would predict that data format (percentage versus frequency) would interact with math ability and motivation variables, benefiting only certain subsets of respondents.  $N=85$  undergraduates responded to a Bayesian medical diagnosis problem (Cosmides & Tooby, 1996) with information presented as frequencies or as percentages. They subsequently completed two math self-efficacy scales and released official SAT scores through the university registrar. Correct responses occurred significantly more often ( $p < .02$ ) in the frequency condition (64.3%) than in the percentage condition (37.2%). In moderated multiple regression analyses, neither SAT-Math scores nor either of the self-efficacy measures interacted with data format to predict success. SAT-Math scores were significantly and positively related to solution success, but neither of the self-efficacy measures predicted performance. Thus, the alternative account of frequency effects was not supported, although the sample's relatively high and homogeneous SAT-Math scores reduced the power of the design to detect any moderating effect of math ability on data format's relationship to performance.

### G6

#### SELF AND MYSTERY MOODS: EFFECTS ON STEREOTYPING

Clara Michelle Cheng<sup>1</sup>, Tanya L. Chartrand<sup>2</sup>; <sup>1</sup>Ohio State University, <sup>2</sup>Duke University – This research examined the role of “mystery moods” (moods of unknown origin) on stereotyping. Previous research has found that subliminal presentation of positive words lead to better mood and more stereotyping, compared to subliminal presentation of negative words (Chartrand, Bargh, & van Baaren, 2003). The stereotyping finding is consistent with other research on mood and stereotyping as well as the affect-as-information model (Schwarz & Bless, 1991), which posits that positive moods signal that the environment is safe, which allows us to rely on heuristics, such as stereotypes, during information processing. In other research, Chartrand, Cheng, and Tesser (2003) found that failing at a nonconscious goal led to the use of stereotyping as a self-esteem maintenance mechanism. However, failing at a nonconscious goal also leads to a negative mood, thus the finding that those in a negative mood stereotyped more appears to contradict previous research. Thus, the current research sought to better understand how mystery mood affects stereotyping by examining whether stereotyping is differentially affected when the source of the mood is internal vs. external. Participants were subliminally primed with adjectives that varied in valence and self-relevance (e.g., sunny, infested, loved, worthless). We hypothesized and found that those who were primed with a positive mood that was not self-relevant were more likely to stereotype than those primed with negative non-self-relevant mood. However, this pattern of results reversed for those primed with self-relevant moods; those primed with a negative mood were more likely to stereotype than those primed with a positive mood.

### G7

#### MATE PREFERENCES IN PARENTS AND THEIR YOUNG ADULT OFFSPRING

Michael Baker, Rowland Miller; Sam Houston State University – Forty-nine fathers and 58 mothers of young adults ranked 10 attributes they would seek in a mate if they were single at middle age. They also ranked the same attributes for the mates that they hoped their sons ( $n = 42$ ) and daughters ( $n = 65$ ) would attract. In turn, the sons and daughters reported their own preferences, allowing comparisons among the three sets of rankings that determined whether parents and offspring differed in their personal interests and whether parents and offspring sought similar qualities in the offspring's mates. Parents sought dependable, similar, and warm mates for both their sons and daughters, and mothers and fathers both considered ambition and good earning potential to be more important than attractiveness, passion, and sexiness in their daughters' husbands. Earning potential was judged to be less important than attractiveness for their sons' wives, and fathers, in partic-

ular, considered attractiveness, passion, and sexiness to be less important in the mates of their daughters than in those of their sons. The parents also considered ambition, earning potential, and dependability to be more valuable, and attractiveness and sexiness to be less valuable, than their offspring did. Altogether, the rankings of both parents and offspring support predictions of evolutionary psychology regarding the sexes' relative interests in a mate's resources and attractiveness, but they also speak to the manner in which age and relational experience may temper the heady passion of youth.

### G8

#### INDIVIDUAL DIFFERENCES IN AFFECTIVE PROCESSING: PREDICTIVE VALIDITY OF THE POSITIVITY OFFSET AND NEGATIVITY BIAS

Catherine J. Norris<sup>1</sup>, Jeff T. Larsen<sup>2</sup>, L. Elizabeth Crawford<sup>3</sup>, John T. Cacioppo<sup>1</sup>; <sup>1</sup>University of Chicago, <sup>2</sup>Texas Tech University, <sup>3</sup>University of Richmond – The evaluative space model (Cacioppo & Bernston, 1994) posits two asymmetries in affective processing: a positivity offset, the tendency for positivity to outweigh negativity at low levels of activation; and a negativity bias, the tendency for negativity to outweigh positivity at higher levels of activation. Recently, research has demonstrated individual differences in these affective asymmetries. The current study examined the predictive validity of the positivity offset and negativity bias. In two sessions, participants completed a task involving the implicit learning of a contingency between the spatial location and affective content of a set of pictures (Crawford & Cacioppo, 2002). In Session 1, participants viewed a correlation between negativity and space; in Session 2, between positivity and space. Following each training period, participants viewed a separate set of pictures and indicated where they would expect each image to appear. In addition, a positivity offset and negativity bias were calculated for each participant using ratings of affective stimuli. Results replicated a negativity bias in the implicit learning of space-affect contingencies, as participants produced a stronger correlation between negativity and space than between positivity and space – even though the same contingency was presented ( $r = .5$ ) and positive and negative pictures were matched for extremity and arousal. Moreover, participants with a high negativity bias produced a stronger correlation between negativity and space, and participants with a high positivity offset produced a weaker correlation between positivity and space. Implications for the study of individual differences in these affective asymmetries are discussed.

### G9

#### REGULATORY FOCUS MEDIATES THE NEGATIVE RELATIONSHIP BETWEEN HOPELESSNESS DEPRESSION AND MOTIVATION

Audrey Miller, Keith Markman; Ohio University – Individuals experiencing hopelessness depression (HD; Abramson et al., 2002) anticipate negative future consequences. Prevention-focused individuals are oriented toward avoiding (expected) future losses and failures, whereas promotion-focused individuals tend to approach gains or successes (Higgins, 1998). Highlighting the conceptual overlap between these theories, the present study hypothesized that level of HD symptoms would be positively related to prevention focus but negatively related to promotion focus. Moreover, it was predicted that orientation toward approaching positive outcomes (i.e., promotion focus) would mediate depressed individuals' well-documented (and presently evidenced) motivational deficits. Eighty-three participants, varying in HD symptom level, considered a recent negative academic outcome and completed computerized questionnaires assessing chronic regulatory focus (Lockwood et al., 2002), academic motivation following the negative outcome (adapted from Lockwood et al., 2002), and questions related to subsequent grade/GPA improvement/decline. As hypothesized, a positive relationship was found between HD symptoms and prevention focus,  $r = .56$ ,  $p < .01$ , whereas a negative relationship was found between HD symptoms and promotion focus,  $r = -.50$ ,  $p < .01$ . Importantly, analyses confirmed that promotion focus mediated the negative relationship

between HD symptoms and motivation as well as the negative relationship between HD symptoms and grade/GPA improvement. The present findings are consistent with emergent biological theories of depression and highlight the importance of chronic regulatory focus in maintaining, and perhaps in the treatment of, depression.

#### G10

**THE DIVERSITY DIVIDE: RACIAL DIFFERENCES IN IMPLICIT AND EXPLICIT ATTITUDES TOWARD COLOR BLINDNESS AND MULTICULTURALISM** *Victoria C. Plaut<sup>1</sup>, Norma A. Ochoa-Pescador<sup>2</sup>, Hazel Rose Markus<sup>2</sup>*; <sup>1</sup>College of the Holy Cross, <sup>2</sup>Stanford University – Models of diversity are implicit frameworks for understanding racial and ethnic differences (Plaut, 2002). For example, the color blindness model holds that differences among people are superficial and should be ignored, whereas the multiculturalism model emphasizes that differences are substantial and should be recognized and accommodated. Previous research suggests that these models can silently and powerfully influence intergroup relations (Plaut & Markus, 2003; Wolsko, Judd, & Wittenbrink, 2000). The present research compared implicit and explicit measures of attitudes toward color blindness and multiculturalism. We asked whether racial groups hold divergent implicit and/or explicit attitudes toward these models and whether they react differently to cultural products (e.g., advertisements) that reflect these models. Participants were first asked to complete a computerized Implicit Association Test (IAT) designed to measure implicit attitudes toward color blindness and multiculturalism. Following the IAT, they answered a questionnaire measuring explicit attitudes toward the same concepts. Finally, participants evaluated advertisements advocating either a color-blind or multicultural message. We found a racial divide in implicit and explicit attitudes and advertisement evaluations, with Non-white participants generally favoring the multiculturalism model and Whites preferring the color-blind model. The results suggest evidence for a complex interplay between implicit and explicit measurements of attitudes held by Whites and Non-Whites towards these two seemingly contradictory models of diversity. Illuminating both divergent and convergent ways in which racial groups are conceptualizing diversity could lead to a better understanding of how to create and sustain successful and harmonious diverse environments.

#### G11

**SEEING THINGS AS WE ARE: TAKING COLLECTIVE ACTION IN RESPONSE TO AN IDENTITY THREAT** *Barbara Cole, Kimberly Matheson, Connie Porat*; Carleton University – Where social diversity is prevalent and social inequalities visible, members of devalued groups are bound to experience challenges to their social identity. In response, individuals have access to a wide spectrum of actions ranging from apathetic noninvolvement to emotive collective protests. While numerous studies have examined factors predicting group members' action choices, this study focused on the psychological impacts of action-taking in response to a social identity threat, and the moderating role of in-group support. Members (N=264) of a socially devalued group were randomly assigned to participate in the study alone, or in the company of an in-group stranger or friend. The collective identity was then either negatively (threatened) or positively construed. ANOVAs indicated that when the identity was threatened, participants reported more negative affect and lower identification with the group, particularly in the absence of in-group support from a friend. Participants in the threat condition were then assigned to engage in an action that reflected (1) passive acceptance (put up posters promoting radio program presenting negative views), (2) normative protest (posted petitions against program), or (3) non-normative protest (defaced posters promoting program). Engaging in any action was associated with improved mood and increased group identification. In addition, taking normative or nonnormative protest actions, along with support from a friend resulted in more favorable views of the in-group. These results highlight the buffering effect of viable in-group support, and importantly, shed light on the potential impact of action-

taking on psychological and collective well-being from the target's perspective.

#### G12

**WHEN ASKING "WHY" ACTUALLY HELPS: THE RUMINATION BUFFERING EFFECTS OF MINDFULNESS** *Ethan Kross<sup>1</sup>, Ozlem Ayduk<sup>2</sup>, Walter Mischel<sup>1</sup>*; <sup>1</sup>Columbia University, <sup>2</sup>University of California, Berkeley – This study examined whether mindfulness – a state of awareness characterized by non-judgmentally attending to one's emotions, thoughts, and sensations as they occur in the present – buffers people against rumination and the increased levels of negative affect that it is associated with. After recalling an autobiographical anger-inducing experience, participants were supraliminally primed with concepts related to ruminative emotional processing (e.g., engross, fixate) in a sentence-scramble task. Individual differences in mindfulness were assessed using the Mindful Attention Awareness Scale (MAAS: Brown & Ryan, 2003). We hypothesized that mindfulness would allow people to engage in emotional processing without increasing anger based on the assumption that mindfulness allows people to focus on their thoughts and feelings from psychologically distanced perspectives that guard against rumination. As predicted, accessibility of anger was attenuated among participants who scored high on the MAAS. In addition, mindfulness was associated with higher levels of self-efficacy. These findings are consistent with an emerging body of research, which implicates the role that strategic attentional control strategies and psychological distancing processes play in effective self-regulation. The potential physical and mental health benefits associated with mindfulness, as well as the larger theoretical and clinical implications of these findings will be discussed.

#### G13

**DISTORTED TIME PERCEPTION DUE TO STRESS AND SOCIAL CONTEXT** *Michal Einav-Cohen, Kent Harber*; Rutgers University, Newark, NJ – People often perceive threatening cues as louder, larger, or lasting longer than is actually the case (Easterbrook, 1959). Social support appears to moderate this "cue distortion" such that events are perceived as more extreme under low support, and less extreme under high support. For example, Cohen and Harber (2002) showed that people who experienced negative support rated disturbing baby cries as conveying more distress than did people who experienced positive support. The current study tests whether the effect of social context on cue distortion extends to judgments of time passage. An advantage of time judgments is that they can be objectively measured, and thereby demonstrate that support conditions actually affect the accuracy of perception. 52 participants (62% females) recalled a good friend (positive support), a neutral acquaintance (neutral support), or someone who disappointed them (negative support). Across support conditions, participants spent 45 seconds either singing while being observed (high stress) or softly reciting song lyrics while being unobserved (low stress). Participants then estimated how much time elapsed during this task. As predicted, social context and stress interactively influenced time perception,  $F(1, 42) = 4.07, p < .05$ . High stress participants exaggerated their time estimations by 166%, but only if they had first recalled someone negative. All other participants made relatively accurate time judgments. These results demonstrate that social context moderates the effect of stressful situations on time perception, reconfirming and extending our earlier work (Cohen & Harber, 2002). In addition, these results indicate that social context affects the accuracy of judgment.

#### G14

**SIMILAR GOALS, DIFFERENT ROUTES? SITUATIONAL FACTORS AND SELF-MONITORING** *Kari Terzino<sup>1</sup>, Amanda Diekmann<sup>2</sup>*; <sup>1</sup>State University of New York, Buffalo, <sup>2</sup>Miami University, Ohio – Although men and women differ in many aspects of social behavior, they report similar levels of self-monitoring. This similarity is surprising, given that women have shown greater nonverbal sensitivity in previous research. We examined whether sex differences in self-moni-

toring (overall and by subscale) would surface when participants were asked to consider (a) a specific social situation; (b) a social goal; and (c) their likelihood of enacting particular behaviors. Participants described themselves at a college organization's callout, and were randomly assigned to think about making friends, gaining status, or were given no goal information. They rated the likelihood of performing certain behaviors and completed the self-monitoring scale. Results showed evidence for both sex similarities and differences: When pursuing neutral or liking goals, men and women projected similar behaviors and levels of self-monitoring. However, when pursuing status goals, men were more likely than women to project that they would conform to others and exhibit self-confidence. Across conditions, men reported higher levels of self-monitoring than did women, although this difference was most pronounced for the acting subscale. Analyses indicate that social goals may be an important moderator of sex differences in projected social behavior. Men and women reported similar routes to achieving liking goals but different routes to achieving status. This study provides insight to situations where sex differences in self-monitoring may occur, as well as differences in types of projected behavior. These findings suggest that a fuller understanding of sex similarities and differences in self-monitoring will entail the investigation of situational factors.

**G15**  
**HOW ARE AUTOMATIC SOCIAL INFERENCES ENCODED? EVIDENCE FROM CONSCIOUS AND NONCONSCIOUS IMPRESSION FORMATION** Kathleen C. McCulloch<sup>1</sup>, Ran R. Hassin<sup>2</sup>, John A. Bargh<sup>3</sup>; <sup>1</sup>New York University, <sup>2</sup>Hebrew University, <sup>3</sup>Yale University

– A predominate assumption in the social psychological literature is that automatic social inferences are integrated into the representations of behaviors. For instance, if “clumsy” is inferred from a behavioral sentence, then it should be more likely to be falsely recognized as having been in the original sentence. To investigate this assertion, two studies were conducted manipulating nonconscious and conscious impression formation goals in an “old/new” recognition memory paradigm. Of primary interest were recognition judgments made on “new” sentences that were either completely novel, or were altered versions of previously viewed sentences with their implied traits now inserted. In study 1, goal priming led to significantly faster response times on altered sentences over novel sentences and a marginally significant interaction for accuracy, demonstrating that goal priming resulted in higher accuracy only for the altered sentences. Study 2 yielded results in line with Study 1, such that levels of accuracy and RTs to altered versus novel sentences were primarily a function of having, either consciously or nonconsciously, an impression formation goal. Taken together, these results suggest that trait inferences are not integrated per se into the representation of the preceding text, but instead, may be simply linked to the representation. Implications for nonconscious impression formation will be discussed.

**G16**  
**NEUROPSYCHOLOGICAL EVIDENCE FOR A RELATION BETWEEN THEORY-OF-MIND AND NARRATIVE COMPREHENSION** Raymond A. Mar; University of Toronto

– Although a relation between theory-of-mind (ToM) and narrative comprehension has been theorized and at times assumed, evidence to support this assertion is somewhat scant. Theoretically, the ability to attribute mental states to autonomous others in the real-world likely aids readers in understanding the intentions of characters in a fiction. To empirically examine whether story comprehension relies on ToM processes, the neuroimaging literature was examined. According to recent reviews, ToM involves the medial prefrontal cortex, the temporoparietal junction, and possibly the temporal poles and amygdala. If ToM is integral to understanding a story, brain areas associated with the former should also be active during the latter. Upon examining the literature, 4

(57 percent) found activation in a medial prefrontal area, 2 (29 percent) found activation in or near the temporoparietal junction, and 3 (42 percent) found activation in the temporal poles. Five studies (71 percent) found activation in at least one of the ToM areas. Aspects of the 2 remaining studies that may explain the lack of activation in any ToM areas, are discussed. Furthermore, the methods and stimuli for each study were examined to explain the presence or absence of specific ToM activations. It is concluded that tentative support for a relation between ToM and narrative comprehension is present according to the neuroimaging literature. This relation has interesting implications for the study of social cognition. For example, tightly controlled narratives may be a plausible method for examining aspects of social-processing.

**G17**  
**PHYSIOLOGICAL DEACTIVATION AND POSITIVE AFFECT: RELATIONS WITH AGE AND GENDER** Megan E. McCarthy, Robert W. Levenson; University of California, Berkeley

– One function of positive emotions is “undoing” states of physiological arousal produced by negative emotions (Fredrickson & Levenson, 1998). We explored this relation during conflictive marital interactions, hypothesizing that periods of physiological deactivation (i.e., transitions between arousal and calm) would be associated with positive affect. Autonomic and somatic responses were measured continuously from 77 middle-aged and 72 older married couples during a 15-minute discussion of a conflictive marital issue. Epochs of deactivation were operationalized as a 10-second period of physiological arousal immediately followed by a 10-second period of physiological calm. Affective behavior during the conversation was coded using the Specific Affect Coding system and collapsed into positive, negative, or neutral categories. For each epoch of deactivation for each spouse, we determined the category of the concomitant affect. Results indicated that neither age group nor gender was associated with epochs of deactivation or use of positive affect. However, rates of positive affect were significantly higher during epochs of deactivation than during other periods in the conversation. Interestingly, this finding of greater positive affect during epochs of deactivation was stronger for older couples than for middle-aged couples. These results underscore the important role that positive emotions play in restoring physiological equilibrium in interpersonal settings, an important aspect of emotion regulation. Our age-related findings are consistent with previous research emphasizing the increasingly important role that positive emotion plays in the lives of the elderly.

**G18**  
**PERCENTAGE VERSUS FREQUENCY DATA AND SUPPORT FOR RACE-CONSCIOUS UNIVERSITY ADMISSIONS** James Friedrich<sup>1</sup>, Gale Lucas<sup>1</sup>, Emily Hodell<sup>2</sup>; <sup>1</sup>Willamette University, <sup>2</sup>Wake Forest University

– People often reason “proportionally,” where small but concrete gains and losses seem relatively larger or smaller depending upon base rates. Percentage presentations of affirmative action data should therefore make the policy's impact appear bigger for minority individuals (e.g., an extra 50/100 or 50% admitted) and smaller for majority individuals (e.g., 50/1000 or 5% of non-minority applicants excluded), even though the same numbers of people are affected. Presenting data as absolute frequencies should attenuate this effect (e.g., with “50 majority individuals negatively impacted” appearing more substantial than “5%”). Undergraduates (N=195, 79% Caucasian, 0% African American) received data from *The Shape of the River* (Bowen & Bok, 1998) reporting how many fewer African American and more Caucasian students would be admitted to a sample of institutions if race-conscious admissions were eliminated. Booklets presented data either in original percentage form or instead as frequencies and independently varied whether an explicit “drop in the bucket” metaphor was used to characterize the impact on the larger Caucasian group. As predicted, those in the frequency format indicated significantly greater preference for race-neutral or “race blind” admissions. Path analysis supported a model in which perceived fairness



and perceived benefit mediated the relationship between data format and support for race-neutral admissions. Within that model, perceived impact on applicant groups mediated the relationship between format and perceived benefit of race-neutral admissions but not format's relationship to perceived fairness. Ethical concerns in using percentage versus frequency reporting strategies and related issues of fairness for affected individuals are discussed.

### G19

#### HOW MUCH DO YOU THINK ABOUT YOUR GROUP? NEED FOR COGNITION, GROUP STATUS AND INGROUP BIAS

*Carlos Falces<sup>1</sup>, Teresa Pozo<sup>1</sup>, Elena Alier<sup>2</sup>, Benjamín Sierra<sup>2</sup>; <sup>1</sup>Universidad Miguel Hernández, <sup>2</sup>Universidad Autónoma de Madrid* – Previous research has demonstrated that members of high status groups tend to show more ingroup bias than members of low status groups. However, studies have been inconsistent in replicating this effect which appears to be moderated by different variables (e.g., Bettencourt, Dorr, Charlton & Hume, 2001; Mullen, Brown & Smith, 1992). We propose that a common feature of most of those moderating variables is that they instigate different processing strategies (i.e., more or less elaborated thinking), leading people to give more or less weight to membership information in their judgments. If this is true, simply varying the amount of processing without an additional motivation could lead to a differential effect of status on ingroup bias. Participants from a prestigious university (high status group) and from a less prestigious one (low status group) were asked to read and evaluate a brief positive description of a target from their own (ingroup) or the other (outgroup) university on dimensions relevant to group status, and then completed the Need for Cognition Scale. As predicted, low status judges tended to evaluate more favorably in-group over out-group targets as NC increased, obtaining the opposite pattern for high status judges. These effects were unaffected by ingroup identification. Results suggest that high NC individuals tried to discount the information about group membership in their evaluations and in turn showed bias in a status opposite direction. On the other hand, low NC judges appeared to be guided by status information in their judgments.

### G20

#### WHERE WE STAND: DETERMINANTS OF BLACK AND WHITE WOMEN'S AND MEN'S SUBJECTIVE SOCIAL STATUS

*Alana Conner Snibbe, Judith Stewart, Nancy Adler; University of California, San Francisco* – Subjective social status (SSS) is a strong predictor of psychological and physical health outcomes, yet how individuals determine their SSS, and whether racial and gender groups differ in these processes, is unknown. To address this question, we conducted, qualitatively coded, and quantitatively analyzed structured interviews with Black and White women and men (N = 60) regarding their SSS. Participants first indicated their SSS on the MacArthur Scale of Subjective Social Status, which presents a line drawing of a ladder and asks individuals to place an "X" on the rung where they stand, relative to other people in the United States. Participants then described what they were thinking about while responding to this scale. Interview responses were coded for mentions of content areas (e.g., material wealth, education), references to other people (e.g., family members, co-workers), self-descriptors (e.g., hard-working, independent), and social comparison processes (including direction and target of comparison). Results revealed that across groups, material wealth was the most frequently mentioned source of SSS, followed by occupation, education, morality, and health. Significant effects of gender showed that men mentioned material wealth more frequently than did women, while women more frequently mentioned occupations than did men. Women also mentioned family members more than did men, and engaged in more upward social comparisons than did men. Overall, results suggest that Black and White women and men determine their SSS in quite similar ways, with women focusing more on social concerns and processes than men.

### G21

#### COUNTERATTITUDINAL ADVOCACY AND RACIAL BELIEFS: THE MEDIATING ROLE OF POSITIVE THOUGHTS

*Donna Eisenstadt, Michael Leippe, Mark Stambush, Shannon Rauch, Jennifer Rivers, John Hicks, Kevin McIntyr, Amanda Whitworth; Saint Louis University* – Racial attitude systems involve interconnected beliefs, sentiments, and behaviors. Thus, when one component of the attitude system is changed, revisions to other components may occur. Leippe and Eisenstadt (1994) found that when White students in an induced-compliance procedure advocated a policy of increasing scholarship money for Black students, not only did policy attitudes change, but more general beliefs about Blacks also became more favorable. We hypothesized that this generalization effect is mediated by positive thoughts about Blacks in relation to the helpful policy generated during counterattitudinal advocacy. Sixty-two undergraduates were assigned randomly to a high-choice, low-choice, or no-advocacy condition. Participants in the advocacy conditions were asked (high choice) or instructed (low choice) to write an essay supporting a policy of increasing tuition to fund scholarships for Blacks. Afterward, participants indicated their policy attitude, listed their thoughts about the policy, and completed the Katz-Hass Pro- and Anti-Black Beliefs Scales. High-choice participants were more favorable to the proposal and had significantly more favorable pro-Black beliefs than low-choice and no-advocacy participants, thus replicating the generalization effect in the current milieu of race relations. When positivity of listed thoughts was used as a covariate in an ANCOVA, thought-positivity was a significant predictor of pro-Black beliefs and the effect of advocacy condition was eliminated. This suggests that generating pro-Black thoughts during advocacy is responsible for favorable changes in prejudice-relevant beliefs not directly related to the advocacy. This has implications for understanding the structure of prejudice and means of reducing it.

### G22

#### EXPLORING THE NEGATIVE SOCIAL-COGNITIVE: EFFECTS OF CIGARETTE SMOKING

*Colby J. Stoeber, Arnulfo Castro, Michael A. Zarate, Stephen L. Crites; University of Texas at El Paso* – The negative health effects of smoking are well established. Recent research documents that smoking also influences various cognitive processes. Two effects are including increased memory for schema consistent information, and a taxed cognitive processing capacity. Social cognitive research demonstrates that both processes can increase stereotypic responses (Devine, 1989, Sherman & Frost, 2000). Accordingly, it was predicted that smoking will increase stereotypic responses. Thirty-one active smokers were assigned to a smoking or non-smoking condition. In the smoking condition, participants smoked one cigarette before the start of the experiment. Half of the participants in each condition were told that Bob was a priest or a skinhead. Participants presented 30 behaviors (10 kind, 10 unkind, & 10 neutral) that Bob had purportedly done. After a filler task, participants were asked to recall the presented information. The recalled information was coded for main gist of the behavior. Recall data were analyzed as a 2 (stereotype consistent versus stereotype inconsistent) by 2 (smoking versus non-smoking) ANOVA. The predicted effect was confirmed. Participants who smoked a cigarette recalled significantly more stereotype consistent behaviors (M = 4.23, SD = 1.56) than did other participants (M = 3.00, SD = 1.66)  $F(1,30) = 4.53, p = .042$ . Recall for stereotype inconsistent behaviors did not differ across conditions ( $F = .09, ns$ ). Results support the hypothesis that smoking increases memory for stereotype consistent information and identifies a new direction for health and social psychological research.

### G23

#### TO BELIEVE OR NOT TO BELIEVE: CREDULITY IS NOT IN QUESTION

*Kathryn Brdey<sup>1</sup>, Paige Muellerleile<sup>2</sup>; <sup>1</sup>SUNY Cortland, <sup>2</sup>Syracuse University* – The Barnum effect, named after the legendary showman P. T. Barnum's claim that he had "a little something for everyone," refers to people's tendency to accept bogus personality interpreta-

tions as true and accurate. “Barnum studies” normally have an experimenter administer a personality test to participants, who later receive bogus personality interpretations and rate those interpretations for accuracy. To determine the extent to which the interpretations’ valence influences whether participants accept it, researchers have varied the feedback to contain only positive statements, only negative statements, or both positive and negative statements. This effort meta-analytically examined Barnum studies that provided participants with personality interpretations in paragraph form. It was further limited to studies that provided or cited the source for their personality interpretations. Eight studies met the inclusion criteria, yielding 17 hypothesis tests that compared participants’ ratings of the accuracy of personality interpretations to the theoretical midpoints of the accuracy scales. Overall, participants rated personality interpretations as significantly above the midpoint of the scale of accuracy. However, the rated accuracy of positive and mixed personality interpretations was higher than that of negative interpretations. Subsequent analyses compared an objective assessment of interpretation valence with the studies’ intended manipulations of feedback valence. These results have implications for cognitive and motivational mechanisms for the Barnum effect.

#### G24

##### **NARRATIVE PERSUASION AND ACCEPTANCE OF TERRORISM**

*John Harrison, Timothy C. Brock; Ohio State University* – Terrorism is a phenomenon of primary importance in the world today in part because terrorism is tolerated and even accepted. The promulgation of narratives supportive of terrorism (The Turner Diaries, *Rêver la Palestine*) and the impact of those narratives (e.g., Timothy McVeigh, Michel & Herbeck, 2001) has prompted exploration of the relationship between narrative persuasion and acceptance of terrorism. We asked 129 midwestern undergraduates to read a 1,900-word narrative about a young Palestinian female suicide bomber, whose increasingly adverse experiences with Israeli occupiers led her to board a bus and attempt to kill other passengers and herself. We randomly assigned readers to one of four versions of the story: high imagery, low imagery, strong arguments, weak arguments. We tested and confirmed the hypothesis that a pro suicide bombing narrative would persuade recipients to be less opposed to suicide attacks against Israelis and that imagery would be more persuasive in this context than statistical arguments (Green & Brock, 2002). We suggest that more attention be paid to narratives which are supportive of terrorism as they may be reducing opposition to terrorism more effectively than nonnarrative or statistical accounts.

#### G25

##### **STEREOTYPE THREAT: IS IT A THREAT ON WORKING MEMORY CAPACITY?**

*Allen McConnell<sup>1</sup>, Sian Beilock<sup>1</sup>, Robert Rydell<sup>1</sup>, Thomas Carr<sup>2</sup>; <sup>1</sup>Miami University, <sup>2</sup>Michigan State University* – What cognitive mechanisms are harmed when the activation of a negative stereotype about a social group induces performance decrements by members of that group? We examined this question in mathematical problem solving – a working-memory-intensive task susceptible to gender and ethnic stereotype threat. In Exp. 1, female participants performed unpracticed modular arithmetic problems that varied in working memory demands. Only difficult, demanding problems were adversely affected by the introduction of a stereotype threat manipulation (i.e., men are better at math than women). In Exp. 2, female participants practiced modular arithmetic problems and were then exposed to the same negative stereotype used in Exp. 1. Problems during the training session were either repeated 48 times each (multiple repeats) or only once (no repeats). Performance on easier, less-demanding problems did not drop under stereotype threat regardless of repetition during training. However, performance on difficult, more-demanding problems was different. Similar to Exp. 1, performance on difficult, no repeat problems was harmed by threat, whereas performance on difficult, multiple repeat problems was not. These results suggest that in a task with substantial working memory demands, nega-

tive stereotype activation reduces working memory capacity, causing failure in skills that rely heavily on this capacity for successful execution (e.g., unpracticed, difficult modular arithmetic problems). This contrasts with sensorimotor skills like golf putting that do not significantly utilize working memory at high levels of practice. Here, stereotype threat appears to operate by prompting too much attention to well-practiced execution, rather than too little attention to novel execution.

#### G26

##### **ACTIVE OR AVOIDANT: THE TWO METHODS FOR RESISTING PERSUASION**

*Jay A. Linn<sup>1</sup>, Eric S. Knowles<sup>2</sup>; <sup>1</sup>Widener University, <sup>2</sup>University of Arkansas* – Literature in the field of persuasion has discussed resistance to persuasion as a lack of attitude change. All resistance is lumped together into one category as if all resistance is the same. This study hypothesized that not all resistance is the same. There are two types of resistance to persuasion: Active Resistance and Avoidant Resistance. Active resistance defends against the actual arguments of the message while avoidant resistance ignores the arguments given in the persuasive message. These two types of resistance differ in the level of attention given to the persuasive message and are therefore affected differently by different types of persuasion. This study manipulated reactance and personal relevance to achieve active and avoidant resistance. Participants watched a persuasive video in which they were allowed to adjust the volume. Participants then rated the topic presented in the video, listed their thoughts during the video, recorded what they remembered from the video, and stated how carefully they listened and thought about the arguments presented in the video. The results showed that the resistance generated by personal relevance and reactance was different in regards to rating of a topic, volume of the video, and attention to the video. Overall the results implied that there are two different types of resistance to persuasion and these two types function differently in persuasive situations.

#### G27

##### **EXPLAINING SEX DIFFERENCES IN ROMANTIC JEALOUSY**

*Richard Miller<sup>1</sup>, Joseph Benz<sup>1</sup>, Stephanie Anderson<sup>2</sup>; <sup>1</sup>University of Nebraska, Kearney, <sup>2</sup>University of Kansas* – Previous research has found that men are more upset by a mate’s sexual infidelity and women are more upset by a mate’s emotional infidelity because the sexes faced different adaptive problems (for men, cuckoldry; for women, losing a mate’s resources). An alternative hypothesis proposes that beliefs about the behavioral correlates of sexual and emotional infidelity account for these differences. Thus, a man, thinking that women have sex only when in love, may believe that if his mate has sex with another man, she is in love with that other. A woman, thinking that men can have sex without love, should still be bothered by sexual infidelity, but less so because it does not imply that her mate has fallen in love as well. To explore this possibility we asked 292 male and female undergraduate students to indicate whether sexual or emotional infidelity was more upsetting and then to describe the reasons for their choice, what they expected the consequences of the infidelity to be, including the likelihood that they would lose their partner, whether or not one type of infidelity implied the other, and how intense they believed emotional attachment and sex were. Men reported sexual infidelity as most upsetting but did not believe that sexual infidelity implied emotional attachment. Women reported emotional attachment as most upsetting and likely to lead to sexual infidelity. Men believed that sexual infidelity was most likely to end the relationship while women believed that emotional attachment was more likely to end the relationship.

#### G28

##### **WHAT’S THE BIG DEAL?: CONSEQUENCES OF FEELING HOLIER THAN THOU**

*Emily Balcetis, David Dunning; Cornell University* – People tend to hold overly positive views of their generosity – overpredicting how altruistically they will act in situations involving charity or sacrifice (Epley & Dunning, 2000). In two studies, we

examined whether these illusory self-impressions would cause people to make more extreme and less accurate inferences about others who confront situations requesting generosity. In each study, we asked participants how they would respond in a charitable situation and their views of people who acted charitably or not in that situation. We expected participants to make strong inferences about others. Later, participants confronted the actual choice themselves, and we again asked them to make inferences about others' choices. We expected that participants, now confronted with the fact that their own actions were not so charitable, would make more muted, and accurate, inferences about others. In study 1, participants expected they would purchase more daffodils during a charity event for cancer research than they did in reality. In study 2, 64% of participants expected they would purchase at least 1 baked good to support Tanzanian hospital renovations, but less than 8% actually do. In both studies, participants before confronting the choice in reality made strong inferences about others; after actually experiencing the choice, participants refrained from making such extreme (and inaccurate) inferences about others. Taken together, these studies illustrated the tendency to use inflated expectations for the self as a standard of comparison for others—and of extreme inferences that would not be made after people actually confronted the situations in question.

### G29

#### **A LONGITUDINAL STUDY OF PATRIOTISM PRE- & POST-9/11**

*Martin Bourgeois, James Perkins, Christine Shea-Adams, Dana Binder, Joni Frantz; University of Wyoming* – In a longitudinal survey, blind and constructive patriotism was measured in a sample of U.S. college students over five semesters (n's ranging from 140-176, overall N= 800). The first wave of the survey was conducted six months prior to the terrorist attack on the United States, the second wave was one week after the attack, and the third, fourth, and fifth waves were conducted once during each semester afterwards. Blind patriotism, defined as an attachment to country characterized by unquestioning positive evaluation, staunch allegiance, and intolerance of criticism, increased significantly immediately following the attack, remained elevated for the two semesters following the attack, and decreased in the final wave of the survey to pre-9/11 levels. A quadratic trend, in which blind patriotism was predicted to increase post 9/11, then decrease, was significant,  $t(795) = -7.35, p < .001$ . Constructive patriotism, defined as an attachment to country characterized by support for questioning and criticism of current group practices that are intended to result in positive change, did not change significantly over the five waves of the survey. Results are discussed from the perspective of terror management theory.

### G30

#### **BUT THAT'S JUST WRONG: EXPRESSION OF NEGATIVE ATTITUDES & MORAL JUDGMENT**

*Zoe Kinias, Brenda Major; University of California, Santa Barbara* – Goffman (1963) conceptualized stigmas into three categories: tribal stigmas, physical abominations, and blemishes of individual character. The former two categories are comprised primarily of visible stigmas, whereas blemishes of individual character are primarily non-visible attributes. Although research on stigma has focused mostly on visible stigmas because they poignantly influence interactions, this research aims to underscore the two-fold importance of studying non-visible stigmas. First, people express more negative attitudes towards non-visible stigmas than visible stigmas. Second, negative attitudes associated with non-visible stigmas are moralistic in nature, as was implied by Goffman's categorization. Analyses of questionnaire data from eighty-five undergraduates supported both hypotheses. Participants rated 20 groups of people on the extent to which they respected group members, thought group members were immoral, and were disgusted by group members. Heroin users, people with herpes or genital warts, women who have had an abortion, smokers, anorexics or bulimics, and Mormons emerged as less respected than White people, whereas the more traditionally studied stigmatized groups (e.g., African Americans

and Latinos) and controls (e.g., cancer patients and people with speeding tickets) did not. These analyses support the hypothesis that people express more negative attitudes about non-visibly than visibly stigmatized people. Additional analyses identified essentially the same groups as more immoral and disgusting than Whites: heroin users, people with herpes or genital warts, women who had an abortion, smokers, anorexics or bulimics, Mormons, gay men, lesbians, and bisexual people. Therefore, converging evidence supports the hypothesis that stigmatization of people with non-visible traits is moralistic in nature.

### G31

#### **FACIAL EXPRESSIONS, PERCEIVED EFFORT, AND THE HINDSIGHT BIAS: "BACKFIRE" AND "IT-COULD-NEVER-HAVE-HAPPENED" EFFECTS**

*Eulena Small<sup>1</sup>, Lawrence Sanna<sup>1</sup>, Norbert Schwarz<sup>2</sup>, Seth Carter<sup>1</sup>; <sup>1</sup>University of North Carolina, Chapel Hill, <sup>2</sup>University of Michigan* – People tend to judge an event as having been more likely in hindsight than in foresight (Fischhoff, 1975). Our goal was to test the role of subjective accessibility experiences (Schwarz, 1998) in influencing the hindsight bias when participants generated either thoughts about alternative outcomes or thoughts favoring known outcomes. Perceptions of effort were orthogonally varied by asking some participants to contract their corrugator muscles, resulting in a furrowed brow, when responding (Stepper & Strack, 1993). Methods involved mainly a 2 x 2 factorial design. Participants generated 5 thoughts about a British-Gurkha war, in which they were told the British won. Half of participants listed thoughts about a Gurkha win instead, whereas the other half listed thoughts in favor of the British win. Half of participants also contracted their brows when listing thoughts, whereas the other half did not. We additionally included two nonfactorial control conditions, in which participants received outcome knowledge but listed no thoughts (0-thoughts) or received no-outcome knowledge to begin with (No-outcome). Results provided strong support for our hypotheses. Participants who contracted their brow muscles when considering alternate outcomes (a Gurkha win instead) rated the known outcome more likely than those who did not contract their brows, a "backfire" effect. In contrast but no less ironically, participants who contracted their brows when considering known outcomes (a British win) rated those outcomes less likely, an "it-could-never-have-happened" effect. Both effects are due to subjective accessibility experiences and its role in influencing and debiasing the hindsight bias is discussed.

### G32

#### **THE EFFECT OF COUNTERFACTUAL PRIMES ON INFORMATION SHARING BIASES DURING GROUP DISCUSSION**

*Carrie E. Hall, Garold L. Stasser; Miami University* – Decision-making groups tend to focus on common information during discussion and often overlook a superior option that is supported by members' uniquely held information (Stasser & Titus, 1985). Recently, Galinsky and Kray (in press) found that counterfactually primed discussion groups recalled discussing more uniquely held information and correctly chose the guilty suspect in a murder mystery more often than non-counterfactually primed discussion groups. They argued that the counterfactual prime promoted consideration of alternative possibilities and, thereby, facilitated the exchange of uniquely held information. We sought to clarify and extend their findings by recording discussion content and including conditions in which all group members received identical information. Thus, the design was a 2 (prime: counterfactual versus not) X 2 (information distribution: hidden profile versus all shared). A total of 46 discussion groups participated. Counterfactually primed groups were more likely to identify the guilty suspect than groups that were not counterfactually primed. Surprisingly, this effect was more pronounced for groups in the all shared conditions than for groups in the critical conditions. These results suggest that the beneficial effects of counterfactual priming are not limited to cases where critical information is unshared but also increases decision making accuracy when all infor-

mation is shared before discussion. Additionally, analysis of the group discussion content revealed that the number of critical clues that were discussed was affected by information distribution, but was not affected by the presence of the counterfactual prime. Alternative explanations for the counterfactual priming effect in group decision making are discussed.

### G33

**STEREOTYPE THREAT DECREMENTS AND EFFECTS OF PERCEIVED TESTING BIAS MAY DEPEND ON OUT-GROUP PRESENCE** *Lloyd Ren Sloan, Grady Wilburn, B. James Starr, Kellina Craig; Howard University* – Diagnostic testing on challenging stereotype-related materials in exclusively minority settings doesn't produce performance decrements (Sloan, 2000), qualifying the original Steele and Aronson (1995) proposal. Hypothesized Stereotype Threat performance decrements do occur however when diagnostic testing occurs in out-group contexts, suggesting that stereotype threat decrements additionally may require out-group presence. Is out-group presence an additional reminder of the stereotype or is it a more specific cue to expected inequity in evaluation? African-American university students (n=328) received challenging verbal (SAT) tests described as individually Diagnostic or Nondiagnostic by White or Black experimenters; by a White experimenter portraying the test as "culture-fair" (examining perceived test unfairness); by Black experimenters declaring the test ethnically unfair; or unfair and collected for a White professor; or with a White participant in standard instructions condition (examining mere presence). White experimenter's produced familiar stereotype threat performance decrements while African American experimenters' didn't, suggesting that some out-group cues are required. This performance degradation disappeared when the White experimenter presented the test as "culture-fair" confirming the interethnic importance of perceived fairness. The Black experimenter's describing the test as biased, and collected for White researchers, caused no performance decrement but a White participant's mere presence in even basic standard instruction conditions created diagnosticity decrements. These findings that "fair" tests eliminate performance decrements in out-group contexts but don't invoke them in in-group settings, suggest expected bias as part of concerns driving Stereotype Threat Effects but perhaps only in out-group contexts where stereotype threat decrements occur even in non-evaluative, out-group, "mere presence" contexts.

### G35

**VERBAL DISINHIBITION IN ROMANTIC RELATIONSHIPS** *William B. Swann, Sarah K. Hammes; University of Texas, Austin* – Verbal disinhibition is the tendency to respond to other people rapidly and effusively during conversations. Verbally disinhibited people are comfortable expressing themselves in conversations, while verbally inhibited people are more hesitant. Verbal disinhibition amplifies people's qualities, making these qualities (like competence or criticalness) more recognizable to others (Swann & Rentfrow, 2001). Verbal disinhibition is important in romantic relationships. Married couples containing a verbally inhibited male and a verbally disinhibited, critical female showed lower levels of intimacy and satisfaction than other couples--the precarious couple effect (Swann, Rentfrow, & Gosling, in press). The current study examines dating couples to reveal the mechanisms underlying verbal disinhibition in romantic relationships. Couples in exclusive heterosexual dating relationships (N = 72 couples, 144 participants) completed questionnaires, then had a videotaped discussion about an area of conflict in the relationship. Through the dyadic interaction paradigm, (Ickes et al., 1986), each participant watched a videotape of the discussion, reporting thoughts and feelings that occurred during the discussion. Males high in verbal disinhibition were confident that both members of the couple discussed and resolved relationship conflicts skillfully ( $R = 0.287, p < 0.015$ ). According to analyses, women may begin to feel dissatisfied before their male partners do. When members of a couple differed in numbers of thoughts reported during the conflict discussion, male relationship satis-

faction decreased ( $R = -0.275, p < 0.024$ ). Videotapes are analyzed for positive and negative communication behaviors. Analyses of questionnaire data, thought-listing data, and video data uncover mechanisms underlying verbal disinhibition in romantic relationships.

### G36

**SELF-OTHER DIFFERENCES IN RISKY DECISION MAKING** *Karlene Hanko, Thomas Gilovich; Cornell University* – According to Prospect Theory, people are risk averse in the domain of gains and risk seeking with regard to losses (Kahneman and Tversky, 1979). Research in this tradition has dealt exclusively with decisions affecting the self. In the present research, we explored how Prospect Theory applies to making choices for other people, and whether risk preferences for gains and losses depends upon the relationship between the decision-maker and the target of the decision. In Study 1, participants made a series of risky decisions involving either gains or losses in a competitive context. Half of the participants made decisions affecting their competitor's outcomes and half chose between options affecting their own outcomes. As Prospect Theory predicts, participants choosing for the self were significantly more risk averse with regard to gains than losses. More interestingly, this pattern was reversed in participants choosing for their competitor. In Study 2, half of the participants made a hypothetical business decision involving either gains or losses for someone they liked, and half decided for someone they disliked. Participants choosing for a liked other demonstrated a pattern of risk aversion for gains and risk seeking for losses. However, compared to those choosing for someone they liked, participants choosing for a disliked other were significantly more risk seeking with regard to gains and risk averse for losses. The relationship of these results to Prospect Theory and counterfactual thinking is discussed.

### G37

**ACCESSIBLE CONCEPTS' ASSOCIATIONS WITH ALTERNATIVE OBJECTS INFLUENCE THEIR ASSIMILATION AND CONTRAST EFFECTS IN SOCIAL JUDGMENT** *Peizhong Li, Gordon Moskowitz; Lehigh University* – Title: Accessible Concepts' Associations with Alternative Objects Influence Their Assimilation and Contrast Effects in Social Judgment Person perception research has revealed two major types of effects of context information on the judgment of a social target, i.e., assimilation and contrast. In this study, using a concept activated by context information for judging a social target is treated as forming a link between the concept and target. Linking or applying a concept to the target proceeds without competition when the concept has no prior association with other objects, thus resulting in assimilation. When a link has already been created between the concept and an alternative object, applying the concept to the current target becomes more difficult, thus reducing assimilation. Four experiments provide supportive evidence for these hypotheses. Experiment 1 shows that linking the accessible concept to an arbitrary feature of the priming sentence reduces assimilation. Experiment 2 shows that linking a blatantly primed concept to an arbitrary object (i.e. a Chinese word) reduces contrast. Experiment 3 further elucidates the role of the accessible concept's link to an alternative object by showing that when participants had attempted but failed to form such a link, assimilation of the target is enhanced even relative to conditions in which it normally occurs. Experiment 4 shows that when the primed concept's valence rather than descriptive content is applicable to the target, the concept's link to alternative objects reduced the assimilation of the valence.

### G38

**AUTOMATIC INDIVIDUATION: MODULATING IMPLICIT PREJUDICE IN STEREOTYPE PRIMING TASKS** *Yujiro Shimizu<sup>1</sup>, B. Keith Payne<sup>2</sup>; <sup>1</sup>Washington University, <sup>2</sup>Ohio State University* – In two studies, a modified priming paradigm was used to examine whether individuating information could modulate stereotype-based responding in stereotype priming tasks. Each task paired Black and White faces with pleasant and unpleasant items (e.g. pleasant vs. unpleasant words in

study 1, harmless objects vs. guns in study 2). In addition, within race, each individual face was paired selectively more often with one kind of object. Of interest was whether participants' implicit biases would track this individuating information. In the first experiment, participants mis-evaluated positive words as negative words more often when primed with a Black face than a White face. In the second experiment, participants misidentified tools as guns more often when primed with a Black face than a White face. Importantly, both of these stereotype-based effects were modulated by individuating information. Moreover, part of this modulation included a reduction in stereotype-consistent responding. These findings suggest that individuating information may be learned implicitly and very rapidly, becoming an automated source of information much like stereotype-based information.

### G39

**ACADEMIC DISIDENTIFICATION: A LONGITUDINAL STUDY** *Yenda Prado, A. David Nussbaum, Mary Murphy, Valerie Purdie, Claude Steele; Stanford University* – Analyses of longitudinal data (Osborne, 1995; 1997) indicate that as African American students progress through the educational system they become increasingly indifferent to their academic outcomes. Importantly, these analyses have operationalized academic disidentification as the correlation between GPA and self-esteem. This assumes that academic identification is a process captured by the link between self-esteem and academic outcomes. The first wave of the Stanford Academic Disidentification Project (consisting of data collection from an ethnically diverse sample of freshmen at the beginning and end of the school year), assessed several potential indicators of academic identification. Our data support Osborne's findings that African Americans become less identified over time. At Time 1, African American students were indistinguishable from White students in terms of their academic contingencies of self-worth (Crocker et al., in press) and school perceptions (Osborne, 2002). At Time 2, African American's levels of global self-esteem remained unchanged, while their academic contingency of self-worth and school perceptions were significantly lower than White students'. This drop was also correlated with lower grades. At the same time, other indicators suggest that African American students remain invested in academics despite their increasing indifference to their grades. This longitudinal dataset has implications for the way in which academic identification is measured and understood. It may be possible for African American students to dissociate their self-esteem from objective academic outcomes while retaining identification with the domain of academics, if academic identification is understood as something more than the simple correlation between GPA and self-esteem.

### G40

**THE SUGGESTIBILITY INVENTORY: CONSTRUCTION AND VALIDATION** *S. Beth Bellman, Roman Kotov, David Watson; University of Iowa* – Suggestibility is the degree to which an individual is susceptible to suggestions or influence in the absence of strong external pressure. Until recently the construct has been elusive and hard to operationalize. This study reports development of a self-report measure of suggestibility. The inventory was constructed using a series of principal factor analyses in three large samples. An original pool of 75 items was administered to 660 undergraduates. Factor analysis revealed the presence of nine factors. Additional items were written to tap these dimensions, while some of the original items were revised or removed. The revised item pool was administered to 372 undergraduates along with measures of Big Five traits and several narrower traits, such as dependency, self-concept clarity, and self-monitoring. Factor analysis of revised items supported the existence of eight distinct subscales; two previous factors collapsed into a single dimension. Other subscales were moderately correlated, suggesting the presence of a higher order suggestibility factor. The instrument showed good evidence of discriminant and convergent validity. Specifically, suggestibility was found to be largely unrelated to the Big Five and had only moderate correlations with the lower-order traits. Reliability of

most subscales met established standards; however, three scales had coefficient alphas that were only in the high .70s. After further revision, the final item pool was administered to 700 undergraduates. Analyses of these data again supported the existence of eight distinct and reliable subscales. The resulting multidimensional measure has many potential applications and is expected to be a moderator of social influence.

### G41

**SELECTIVE ATTENTION AND VALENCE** *Antonio Freitas; State University of New York, Stony Brook* – Efficient action requires readily available information signaling whether to approach or avoid features of the environment. What mechanisms generate such signals? One possibility, pursued here, is selective attention. More specifically, the 'selection-valence' hypothesis states that previously selected phenomena (e.g., objects selected from among others in a visual array) should enjoy phenomenological preference. This is assumed to be a fast, low-level process that guides action without requiring deliberation or reflection. Accordingly, attributional processes, hinging on variables such as whether selective attention reflects one's own choice versus others' direct instruction, are assumed unnecessary. In five experiments testing these ideas, participants first were instructed to select some aspect of stimulus arrays (e.g., odd versus even numbers, yellow versus blue letters, the color versus meaning of words). Next, either intermittently with the selection task or after some retention interval, participants performed another task aimed at assessing their preferences. These tasks included: (a) reaction-time assessment of rudimentary approach-avoidance behavior, such as withdrawing one's hand from or reaching toward a sensory pad; and (b) supraliminal affective priming, assessing the speed with which participants judge the valence of target words following specific primes. Across the various measures, exposure to previously selected stimuli facilitated approach-related behaviors and judgments of positively valenced stimuli, whereas exposure to previously de-selected stimuli facilitated avoidance-related behavior and judgments of negatively valenced stimuli. Objects in our environments, then, appear to acquire continuously updated 'valence tags' growing automatically from selective attention.

### G42

**HIGHER ORDER ATTITUDES: PREDICTING ACTIVIST BEHAVIOR FOR AND AGAINST THE WAR IN IRAQ** *Maria-Magdalena Farc, Brad J. Sagarin; Northern Illinois University* – Controversial issues tend to generate polarized attitudes. In the context of such attitudinal dialectic, attitude strength measures may constitute better indicators of behavior or behavioral intention than the attitude itself. The present study tested the prognostic power of eight attitude strength constructs as predictors of behavior and behavioral intention in the context of participants' positions on the war in Iraq. A survey of 150 undergraduates measured seven established attitude strength constructs (attitude certainty, attitude importance, value-relevance of attitude, knowledge about attitude object, information seeking, attitude extremity, and attitude ambivalence) and one new construct (the higher order attitude, HOA, defined as an attitude about one's own attitude). HOA demonstrated discriminant validity compared to the other attitude strength constructs (all  $r_s < .37$ ), and HOA significantly predicted behavior and behavioral intention, as measured by participants' desire to engage in civic behaviors and by their actual participation in war-related public activities,  $t(148) = -3.86, p < .001$ . HOA remained a significant predictor when tested against each other attitude strength construct (all  $p_s < .02$ ) except knowledge, against which HOA was a marginal predictor ( $p = .053$ ). When examined separately, each established construct significantly predicted behavioral intention and behavior (all  $p_s < .015$ ). When all attitude strength constructs were entered into a regression equation simultaneously, only value-relevance and information seeking were significant predictors. These results suggest that (a) attitude strength constructs can effectively predict behavior in the context of polarized issues, and (b) HOA may constitute a distinct and useful attitude strength construct.

**G43****COMPLEX ARGUMENTS IN ADVERTISING: EFFECTS ON MOTIVATION AND RECEPTION**

*Aaron Smith-McLallen, Blair T. Johnson; University of Connecticut* – The current study contrasted two hypotheses for the effects of argument complexity in persuasion, a motivational one, in which more complex arguments enhance the effects of argument quality, and a reception-based one, in which complexity undermines the effects of argument quality. Using a print-advertisement context, results supported the motivational hypothesis: Complex arguments seemed to enhance rather than reduce the persuasive effects of argument quality. Results also hinged on need for cognition, such that complex weak arguments had a negative effect only for high need for cognition participants whereas complex strong arguments had a positive effect only for low need for cognition participants. Discussion centers on interpretations of these effects and possible boundary conditions for them.

**G44****REGULATORY FOCUS AND RISK DISPOSITION: RISK SEEKING BEHAVIOR BY PREVENTION FOCUSED INDIVIDUALS**

*Aaron Ashley Reid; Ohio University* – Physiological evidence of regulatory focus disposition is presented in the first study. Individual differences in baseline frontal lobe asymmetry in EEG alpha activity were found based on predictions from regulatory focus theory (RF). Regression analyses revealed that as ideal self-guide strength increased, left frontal lobe baseline alpha activity decreased, indicating greater left frontal activity. Similarly, as ought self-guide strength increased, right frontal lobe baseline alpha activity decreased indicating greater right frontal activity. These predicted asymmetries are consonant with literature showing approach related emotional processing in the left frontal lobe and avoidance related emotional processing in the right frontal lobe. However, these emotional dispositions do not translate into constant risk dispositions. In three separate decision-making studies, a pattern of risk sensitivity that is contrary to previous regulatory focus findings is revealed. Promotion focused individuals are shown to be relatively risk-averse and prevention focused individuals are shown to be relatively risk-seeking. A theory is forwarded that risk disposition is a variable within an individual that is dependent on personal needs within given gain and loss situations. Further, the magnitude of emotions evoked by choice alternatives indicates the relative importance of those needs. From this perspective, RF disposition does predict risky behavior depending on the discrete emotions evoked by choice alternatives. The paper thus expands the conception of risk attitude in RF by providing evidence of how the emotions relevant to chronic dispositional traits create value in risk assessment leading to variable risk seeking behavior.

**G45****“HOW AM I NOT PERFECT?”: SELF-DESCRIPTIVENESS AND CERTAINTY OF IDEAL-SELF TRAITS AS A FUNCTION OF SELF-ESTEEM**

*Michael Leippe, Donna Eisenstadt, Kevin McIntyre, Jennifer Rivers, Shannon Rauch, Mark Stambush, John Hicks, Amanda Whitworth; Saint Louis University* – The ideal self is conceptualized as consisting of traits that individuals do not possess, but ideally would like to possess. Distinguishing between traits that one possesses and those one would ideally possess, however, may raise problems for individuals, because their self-perceptions are generally unrealistically positive and, therefore, do not allow for many disclaimed ideal qualities. This study tested two hypotheses: (1) Ideal traits are distinguished from actual traits both on the basis of trait self-descriptiveness (i.e., ideal traits are rated as less self-descriptive than are actual traits) and trait certainty (i.e., ideal traits are associated with more uncertainty than are actual traits); and (2) High (vs. low) self-esteem individuals have greater uncertainty about the self-descriptiveness of ideal traits because they already view their actual self in idealized terms. Seventy-five participants completed a self-trait categorization task, in which they identified and then rated the self-descriptiveness of actual, ideal, and rejected traits from a list of 78 personality traits.

Participants listed far fewer ideal than actual traits, although low-esteem participants listed more ideal traits than did high self-esteem individuals. Consistent with Hypothesis 1, participants both rated ideal traits as less self-descriptive than actual traits, and took longer to make self-descriptiveness ratings of ideal (vs. actual) traits – suggesting greater uncertainty about ideal traits. Consistent with Hypothesis 2, high self-esteem individuals, for whom distinguishing ideal traits from actual traits should be especially difficult, spent more time rating ideal traits than did low self-esteem individuals. Results are discussed in terms of self-esteem and self-concept certainty.

**G46****DO IMPLEMENTATION INTENTIONS INFLUENCE THE AUTOMATIC OR CONTROLLED COMPONENT OF STEREOTYPING?**

*Brandon Stewart, B. Keith Payne; Ohio State University* – Implementation intentions are concrete action plans that help people enact their goals efficiently (e.g. “When I leave work, I will go exercise at the gym”). Some research has suggested that implementation intentions may automate goal pursuit. Process dissociation was used to separate automatic and controlled components of a stereotype bias measure. Whether implementation intentions affected automatic and / or controlled influences was of interest. Participants were asked to identify an object (e.g., gun or tool) after being primed with either an African American or a Caucasian face. Half the participants were given an implementation intention to think “safe” when they saw Black faces while the other half received a control intention to think “quickly”. Results showed that implementation intentions reduced the effects of stereotypes. Participants in the control intention condition showed the stereotypical race bias, while participants in the implementation intention condition showed a reduction in the race bias. Further analyses confirmed that implementation intentions influenced stereotyping through the automatic component, but not the controlled component. This research is compared to research by Payne, Lambert, & Jacoby (2002) that found that stereotypical errors ironically increased when participants made a goal of being unprejudiced. Additionally, the current research is compared to a review (Blair, 2002) that indicated that changes in automatic stereotyping may be in-line with goals and strategies.

**G47****ATTACHMENT AND ATTRIBUTIONS: THE MEDIATING ROLE OF TRUST**

*Marie-Joelle Estrada, Caryl E. Rusbult; University of North Carolina, Chapel Hill* – Why are some relationships more gratifying than others? The empirical literature provides good evidence that the causal and responsibility attributions partners develop regarding one another's actions may play an important role in explaining couple compatibility versus discord: To the extent that partners explain one another's negative behaviors in an internal, blameful manner, their relationships exhibit poorer adjustment. Consistent with emerging empirical evidence, we propose that security of attachment plays a role in shaping attributional tendencies, suggesting that when confronted by negative or ambiguous partner acts, individuals are most likely to form benign attributions regarding a partner's actions to the degree that they are securely attached, and are most likely to form internal and blameful attributions to the degree that they are avoidantly attached; we anticipated that individuals with anxious-ambivalent attachment would exhibit intermediate patterns of attribution. Moreover, we argued that this pattern is accounted for by attachment style differences in feelings of trust in partners. Data from a cross-sectional survey study of undergraduates' dating relationships revealed good support for this model: Individuals with differing attachment styles indeed exhibited differing causal and responsibility attributions for their partners' negative and ambiguous acts. Moreover, tests examining mediation and indirect associations revealed that variations in trust level play a significant role in explaining the link between attachment style and attributional tendencies. We discuss the implications of these findings for our understanding of attachment phenomena.

G48

**THE IMPORTANCE OF CONTEXT: MEASURING THE CONTINGENCIES OF SOCIAL IDENTITY AND THE EXPECTATIONS THEY PRODUCE**

*Mary Murphy, Claude Steele; Stanford University* – Recent research suggests that it is a person's life context that determines whether a given social identity will be meaningful to the person (Allport, 1954; Goffman, 1963; Steele & Aronson, 1995). The same identity that is powerfully involved in one setting may be of no significance in another. Social identity threat theory proposes that structural cues in the social environment, indicating the possibility of an identity-based devaluation, begin an appraisal process and produce vigilance among those with a threatened identity in that environment (Steele, Spencer & Aronson, 2002). Cultural knowledge of group-based stereotypes, structural cues in the particular context, along with one's past experience in the context are what we call "contingencies of social identity." These contingencies are what makes an identity relevant to a person in a setting. In an experiment, we tested some of the propositions of Social Identity Threat Theory to see if men and women really do see different contingencies of social identity for themselves given different contexts. Men and women made predictions about the likelihood of particular events when engaging with either a Math class or an English class. We found significant identity-based interactions indicating that contingencies of social identity have important effects on the expectations individuals have about the context with which they are engaging. Contingencies of social identity were found to predict attention deployment, expectations for the self, and expectations of others in the threatened contexts. This research has important implications for identity vigilance, mistrust, disidentification and underperformance in academic settings.

G49

**THE ROLE OF DEFENSIVENESS IN ENTRAPMENT**

*Liqing Zhang<sup>1</sup>, Roy Baumeister<sup>2</sup>; <sup>1</sup>Case Western Reserve University, <sup>2</sup>Florida State University* – Two studies explored the role of defensiveness in entrapment. Entrapment is characterized as throwing away good money on a bad project repeatedly. The current research addresses that decision makers do not quit from entrapment partly because of defensiveness. Quitting means that it is wrong to enter the entrapping situation in the first place. Admitting a mistake is ego threatening. Decision makers would rather keep investing on an unpromising project to defend their good self-image. Therefore, we hypothesized that decision makers would be more deeply entrapped after an ego-threat, in which case they are more defensive. The results of two studies confirmed the hypothesis. In both studies, ego-threat was induced by mentioning that participants might choke under pressure; participants' investment served as the measure of the degree of entrapment. Ego-threatened participants invested more money than non-ego-threatened participants across two different entrapping situations. In study 1, entrapping situation was operationalized as investing on a counter game. Forty-two undergraduate students participated this study. Ego-threatened participants invested more money ( $M=3.67$ ) than non-ego-threatened participants ( $M=2.43$ ),  $F(1, 40)=5.12$ ,  $p<.05$ . In study 2, entrapping situation was a jigsaw puzzle solving. Twenty-seven undergraduate students participated this study. Ego-threatened participants invested more money ( $M=2.05$ ) than non-ego-threatened participants ( $M=1.30$ ),  $F(1, 23)=4.43$ ,  $p<.05$ . Further analysis showed that mood was not the mediator of the effect.

G50

**FOR WANT OF SUPPORT FROM TEACHERS, PARENTS AND FRIENDS : SOCIAL UNDERPINNINGS OF SCHOLASTIC AMOTIVATION AND ACADEMIC DISENGAGEMENT IN HIGH SCHOOL STUDENTS**

*Lisa L. Legault<sup>1</sup>, Isabelle Green-Demers<sup>2</sup>; <sup>1</sup>University of Ottawa, <sup>2</sup>University of Quebec, Outaouais* – While the majority of high school students have an understanding of what is required to succeed in school (e.g., discipline, hard work, regular attendance), many remain unmotivated to do so. On the basis of the conceptual framework

provided by Self-Determination Theory, the present study focuses on three important dimensions of social support: autonomy support, provision of useful information, and interpersonal affiliation. That is, our aim was to examine interrelations between inadequacies in the support provided by important figures within students' social environment (i.e., teachers, parents, and friends), and four dimensions of academic amotivation: value placed on education, effort beliefs, ability beliefs, and task characteristics. Three hundred and fifty Canadian high school students completed the research questionnaire. Deficiencies in all three dimensions of social support were generally associated with all forms of motivational problems, for all significant social figures. Moreover, results from hierarchical multiple regression analyses revealed that low affiliation with professors, as well as lack of information from parents and from friends, contributed uniquely to undermine the value placed on education by students. The same three social factors were also uniquely associated with the belief that one is unable or unwilling to invest an adequate amount of effort in schoolwork, and with the perception that scholastic tasks are unappealing. Finally, lack of autonomy support from parents and from friends displayed unique associations with perceived academic inaptitude. Results are discussed in terms of an increased conceptual understanding of the antecedents of academic amotivation.

G51

**SELF-MONITORING AND PERCEPTIONS OF POWER AND CLOSENESS IN ROMANTIC RELATIONSHIPS**

*Clifton Oyamoto, Paul Fuglestad, Mark Snyder; University of Minnesota* – The purpose of this study was to determine how self-monitoring is related to perceptions of power and closeness in romantic relationships and how these perceptions in turn influence relationship satisfaction, commitment and emotional investment. 82 students at the University of Minnesota completed the Self-Monitoring Scale (SMS), the Relationship Closeness Inventory (RCI), the Inclusion of Other in the Self Scale (IOS), the Relationship Assessment Scale (RAS), and scales developed to measure emotional investment, commitment, and balance of power and influence within the relationship. Using path analysis, a model was tested in which balance of power directly influenced relationship outcomes (satisfaction, emotional investment, and commitment), and also indirectly through closeness mediators (IOS, RCI). Results revealed that high self-monitors (HSM) are psychologically and behaviorally closer to their partner when they perceive an unequal balance of power in the relationship. However, this imbalance of power does not directly affect relationship outcomes but instead is mediated by closeness, with closer relationships leading to more satisfaction, commitment and emotional investment. In contrast, for low self-monitors (LSM), balance of power was not related to closeness. However, balance of power did directly affect relationship outcomes, with more equal balance of power predicting greater satisfaction, commitment and emotional investment. Finally, greater closeness independently predicts greater satisfaction, commitment and emotional investment. Results indicate that balance of power and closeness are important for both HSM and LSM, but are construed differently. Implications for understanding the interplay of power, closeness, and relationship outcomes are discussed.

G52

**GENDER DIFFERENCES IN THE RELATIVE INFLUENCE OF THE DIMENSIONS OF SOCIAL SUPPORT FROM TEACHERS, PARENTS AND FRIENDS ON THE ACADEMIC MOTIVATION OF HIGH SCHOOL STUDENTS**

*Martin Yelle, Isabelle Green-Demers; University of Quebec, Outaouais* – It has long been known that important figures from students' social environment are liable to have a significant impact on their academic motivation. Based on the conceptual foundations provided by Self-Determination Theory, the goal of the present study was to investigate gender differences pertaining to the influence of three dimensions of social support (i.e., autonomy support, provision of information, and interpersonal affiliation) on academic self-determination. One thousand Canadian high school students completed the

research questionnaire. Results revealed that, for both genders and for all three social support dimensions, professors were the highest source of support, followed by parents and subsequently by friends. Moreover, for both genders and for all three important figures from the social environment, significant associations were identified between all social support dimensions and self-determined motivation. However, an examination of the relative importance of these associations yielded interesting gender differences. Hierarchical multiple regressions analyses were conducted wherein the three dimensions of social support were entered in separate steps for teachers, parents, and friends. Significant regression coefficients were thereafter compared across gender. Results indicated that, for girls, interpersonal affiliation with teachers, parents, and friends was uniquely associated with academic motivation. For boys, provision of information by teachers, parents and friends was uniquely associated with academic motivation. Interestingly, for both genders, provision of information from friends and autonomy support from parents had the highest unique impact on motivation. Results are discussed in terms of their theoretical and applied implications.

### G53

#### THE SELF-PERCEPTIONS OF COLLEGE STUDENTS: SELF-STEREOTYPING OR MOTIVATED SELF-PERCEPTIONS?

*Jennifer Ma<sup>1</sup>, Monica Biernal<sup>2</sup>; <sup>1</sup>Vassar College, <sup>2</sup>University of Kansas* – Much attention has been focused on the ways in which people judge other people and how stereotypes influence these judgments. In contrast, less attention has been paid to the way in which people perceive themselves. The purpose of this study was to explore the degree to which people judge themselves using stereotype-based standards. In particular, in this study a subset of undergraduate participants were asked to estimate the amount of time they themselves spent engaged in various activities during a one week time period. Other participants made similar estimates for the ideal college student, the average college student, or the stereotypic college student. All participants made their judgments using both a subjective scale (a 5 point Likert rating) and a more objective scale (estimates of the number of hours spent). The perceptions of the college students rating themselves were then compared to the perceptions of the three “standard” types of students. The data show that although there were many similarities in the ways these four types of students were perceived, there were also significant differences in the perceptions. And it was not simply the case that the students perceived themselves to be identical to either the ideal or the stereotypic college student. Rather these data suggest that when it comes to self-perceptions, people are more selective in the degree to which they engage in self-stereotyping. Instead, motivational or uniqueness concerns may play more of a role in self-perceptions than they do when people form judgments of other people.

### G54

#### ARE THEY RELAXED OR LAZY? HARDWORKING OR UPTIGHT? EVALUATIVE AND DESCRIPTIVE DETERMINANTS OF ETHNIC STEREOTYPES

*Jeff Bryson, Thierry Devos; San Diego State University* – Stereotypes contain both evaluative and descriptive qualities. However, it is not clear to what extent implicit and explicit measures of stereotypes are influenced by these two aspects. In the present research we examined the manner in which White Americans differentiated among three ethnic groups (Asians, Whites, and Blacks), using scales that crossed evaluative and descriptive properties relevant to stereotypes of these groups (cf. Peabody, 1967), such that a descriptive contrast could be defined in either evaluative direction, i.e., relaxed (good) vs. uptight (bad) or lazy (bad) vs. hardworking (good). Explicit measures of personal and societal stereotypes were clearly and consistently determined by descriptive aspects: Asians were seen as more uptight (vs. relaxed) and hardworking (vs. lazy) than both Whites and Blacks, whereas Blacks were more relaxed and lazy than Whites and Asians. However, measures of implicitly held associations were more strongly influenced by evaluative aspects of these comparisons. Using a group-administered version of the Implicit Associ-

ation Test we found no instance in which ethnic groups were differentiated at the implicit level in a way that would depict the ingroup (Whites) less favorably than outgroups (Asians or African Americans). IAT difference scores revealed that Asians were both more hardworking (vs. lazy and uptight (vs. relaxed) than Blacks. However, Whites were significantly more likely to be seen as both more hardworking and more relaxed than Blacks. In comparison to Asians, Whites were significantly more relaxed and (non-significantly) more hardworking.

### G55

#### THE ROLE OF PREJUDICE-RELATED DISCREPANCIES IN THE OBSERVATION OF ONGOING BEHAVIOR

*Jennifer J. Ratcliff, Keith D. Markman, G. Daniel Lassiter, Stacey Dauster, Cheryl Bindel; Ohio University* – Recent literature related to stereotyping and prejudice emphasizes the importance of examining differences between individuals high and low in prejudice with regard to how they form impressions, because pinpointing such differences may provide valuable information for prejudice-reduction efforts (Devine et al., 1991). However, the possibility that low-prejudice individuals may actually perceive ongoing behavior differently than do their high-prejudice counterparts has yet to be fully explored. In two studies, we employed Newtson’s (1973) unitization technique to examine the role of prejudice-related discrepancies in the initial perception of the ongoing behavior of an ostensibly gay target. Specifically, we predicted: (1) discrepancy-engendered discomfort would predict overall information selection in low- but not high-prejudice participants, (2) low-prejudice individuals with high levels of prejudice-related discrepancies would select fewer stereotype-consistent pieces of information in the gay relative to the heterosexual target condition, (3) following consideration of discrepancies, high-prejudice participants would not differentially select stereotypic information in the gay or heterosexual conditions. Participants were recruited based on their attitudes toward gay men, as measured by the Attitudes Toward Lesbians and Gays Scale (Herek, 1988). Prior to viewing a 4-min videotaped behavior sequence, participants received information indicating that the person they were about to observe was either gay or heterosexual. Half of the participants additionally completed the should/would discrepancy questionnaire (Monteith & Voils, 1998). Results supported our predictions, suggesting that stigmatizing information can alter behavior perception, and that perceived sexual orientation, level of prejudice, and prejudice-related discrepancies interact to differentially influence the type of information extracted.

### G56

#### NEURAL SIGNALS FOR THE DETECTION OF RACE BIAS: IMPLICATIONS FOR REGULATORY ABILITY

*David M. Amodio<sup>1</sup>, Patricia G. Devine<sup>2</sup>, Eddie Harmon-Jones<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of Wisconsin - Madison* – Despite egalitarian beliefs, many low-prejudice people often fail to regulate expressions of automatic race bias. We hypothesized that individual differences in regulatory ability may be related to the sensitivity with which neural systems detect conflict between automatic race-bias and nonprejudiced intentions. On the basis of past research, regulatory ability was indexed by participants’ levels of internal and external motivations to respond without prejudice. Good regulators (high internal/low external motivation), poor regulators (high internal/high external motivations), and non-regulators (low internal motivation) were compared. Participants completed a sequential priming task that induced race-biased responses on certain trials while EEG was recorded. The error-related negativity (ERN) component of the event-related potential was used to assess neural signals of conflict detection. Across participants, larger ERNs to race-biased responses predicted greater controlled processing on the behavioral task. However, only good regulators exhibited an increase in ERN amplitude when making a race-biased response, compared with other response types. Results suggest that good regulators, but not poor regulators, appraised the activation of racial stereotypes as conflicting with nonprejudiced intentions, thereby



leading to greater control. Because poor regulators were less sensitive to this conflict, they were less likely than good regulators to exert control over race-biased response tendencies. Hence, our findings suggest that the ability to detect conflict between automatic race bias and nonprejudiced intentions in the early stages of a response is associated with effective race-bias regulation.

#### G57

##### **THE MODERATING ROLE OF ATTITUDE STRUCTURE IN THE LIKELIHOOD OF AUTOMATIC ATTITUDE ACTIVATION**

*Sebastien J.R.J. Houde, Steven M. Smith; Saint-Mary's University, Halifax, NS, Canada* – Research has offered strong evidence concerning the affective priming of attitudes across variety of procedural variations (e.g., Fazio, et al., 1986; Bargh, et al., 1992). However, an additional factor that could be included in the attitude accessibility model (Fazio et al., 1986; 1990) is the role played by attitude structure. Two experiments were conducted to investigate the moderating role of attitude structure (i.e., affective versus cognitive bases) may have in producing the automaticity effect. Both experiments were conducted in two phases – an attitude manipulation/selection stage, followed by a priming procedure. In Experiment 1 (N =50), attitude structure (i.e., cognitive versus affective base) and valence (positive versus negative) were manipulated experimentally using procedures developed by Fabrigar & Petty (1999). In Experiment 2 (N =47), attitude structure and valence was assessed through pre-screening of participants. The results showed that the automatic attitude activation was obtained in Experiment 2,  $F(1, 49) = 24.95, p < .001$ , but not in Experiment 1,  $F(1,46) = 0.415, p = ns$ . Interestingly, no significant interaction was found between prime structure and target structure when isolated in the analysis, in either experiment. Overall, there is conflicting evidence concerning the role played by attitude structure in the present experiments. These results are discussed in the context of attitude formation, experimental procedure variations, and the moderating role of associative strength. Finally, preliminary comments are made about the validity of the need for affect scale (Maio, & Esses, 2001) for predicting attitude structure formation.

#### G58

##### **MAKING MEANING OUT OF CHANGE: WHY CHANGE IN THE SELF PRODUCES THIRD-PERSON MEMORIES**

*Lisa K. Libby<sup>1</sup>, Richard P. Eibach<sup>2</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>Yale University* – One can visualize autobiographical memories from either the first-person perspective (own) or third-person (observer's) perspective. Just as people who have changed sometimes say that their past self seems like "a different person," people are more likely to recall an autobiographical event from the third-person perspective if they have since changed than if they have not (Libby & Eibach, 2002). Why? People often see themselves as changing for the better (Wilson & Ross, 2001). Study 1 ruled out the possibility that this effect can explain why self-change promotes the distanced third-person perspective. Using a 2 X 2 design, we varied the valence of the recalled self as well as change. Only change affected memory perspective: third-person recall was more likely when participants had changed than when they had not, regardless of the past self's valence. Other research (Libby, 2003) shows that thinking about the abstract meaning of events, as opposed to concrete details, leads to third-person imagery. Trying to make sense out of the discrepancy between one's present and pre-change selves might promote abstract analysis, and thereby third-person imagery. In Study 2, undergraduates who either had or had not changed since high school recalled a high school memory. In addition to memory perspective, we measured the extent to which participants relived the event in concrete terms vs. analyzed it abstractly (e.g., "Why did I do that?"). Participants who had changed were more likely to analyze abstractly; moreover, this difference fully mediated the greater incidence of third-person memories among the changed group.

#### G59

##### **FRONTIER SPIRIT AND CAUSAL ATTRIBUTION: IS HOKKAIDO A "NORTH AMERICA" WITHIN JAPAN?**

*Keiko Ishii<sup>1</sup>, Shinobu Kitayama<sup>2</sup>, Jenny Bresnahan<sup>3</sup>; <sup>1</sup>Hokkaido University, <sup>2</sup>University of Michigan, <sup>3</sup>University of Chicago* – Encouraged by culture of voluntary settlement for economic opportunities, the frontier spirit is centrally defined by a strong belief in independence. Accordingly, such a belief collectively shared among contemporary North Americans may be due in part to the region's history of voluntary settlement. This analysis implies that there should be a similar commitment to independence in regions outside of North America even within a larger culture of interdependence, as long as they share analogous histories of economically motivated voluntary settlement. In the present work, we used a dispositional bias in causal attribution as a measure of the psychological commitment to independence, and examined a "pocket" of independence in an otherwise interdependent culture of Japan. The region at issue is Japan's northern island of Hokkaido. Originally inhabited by native Ainu people, Hokkaido was settled by ethnic Japanese after the Edo feudal government collapsed. Students at three universities of roughly equal academic standing, Chicago, Hokkaido, and Kyoto, were asked to estimate the significance of both personal and situational factors in accounting for another person's behavior. Replicating previous work, Americans judged the personal factors to be much more important than the situational factors, but Japanese in Kyoto judged the two sets of factors to be equally important. Moreover, as predicted, the Hokkaido students who were natives to Hokkaido were no different from the Americans; but the Hokkaido students who attended the university from Japan's main island were no different from the Japanese in Kyoto. Implications for cultural stability and change are discussed.

#### G60

##### **PERCEPTIONS OF ENTITATIVITY AND ATTITUDE CHANGE**

*Robert Rydell, Allen McConnell; Miami University* – This research explored the properties of groups that lead them to be persuasive and the cognitive processes through which such persuasion occurs. Specifically, because more entitative groups (i.e., groups whose members that are perceived more like a single entity as opposed to an aggregate of individuals) induce greater levels of information processing, we hypothesized that their arguments should receive greater elaboration, leading to persuasion when members of groups present strong counterattitudinal arguments. However, research on the multiple source effect has found that groups comprised of more dissimilar members who reach a consensus induce elaborative processing and are especially influential when presenting strong counterattitudinal arguments. Three experiments examined these hypotheses by manipulating the properties of groups that affect argument elaboration and attitude change (i.e., personal relevance in Experiment 1, level of group consensus in Experiment 2, and group similarity in Experiment 3). The predicted interactions between entitativity and properties of groups that induce attitude change were found for participants' attitude change score in the first two experiments. In addition, the first two experiments showed that groups greater in entitativity were more persuasive and that greater elaborative processing of their arguments mediated the attitude change. The third experiment showed that similar groups are perceived as more entitative and induced more attitude change. These results are opposite of those found in research on the multiple source effect. Implications for our understanding of entitativity, the multiple source effect, persuasion, and information processing about social groups are discussed.

#### G61

##### **CAUSAL UNCERTAINTY AND CONSEQUENCES FOR SOCIAL JUDGMENT**

*Ryan P. Brunner, Gifford Weary; Ohio State University* – Little research has been done exploring stable perceiver-relevant factors in impression formation. Two examples of such research are implicit theories (McConnell, 2001) and the need to evaluate (Tormala & Petty, 2001).

The current study used an illusory correlation paradigm (e.g., Hamilton & Gifford, 1976) to investigate the role of chronically accessible causal uncertainty beliefs in social judgments. Past research has found that causally uncertain individuals are highly motivated to process social information (Weary & Edwards, 1996). Thus, it was predicted that only individuals low in causal uncertainty would form illusory correlations. In addition to exploring the singular effects of causal uncertainty, the present study sought to test for the interaction of causal uncertainty, implicit theory, and need to evaluate. Participants were asked to read a series of behaviors regarding two target individuals. Thirty-six total behaviors were presented, with 24 behaviors describing the majority target and 12 behaviors describing the minority target. Half of the behaviors for each target were negative and half were positive. Following the presentation of behaviors participants were asked to recall as many behaviors as possible, estimate the number of undesirable behaviors, and rate the desirability of each target. As predicted, only individuals low in causal uncertainty formed illusory correlations. Moreover, level of causal uncertainty predicted the total amount of behavior recall and behavior frequency estimates independent from participants' implicit theories and need to evaluate. Implications for models of motivated social cognition and the nature of causal uncertainty will be discussed.

### G62

**PERCEPTUAL FLUENCY AND LIKING: A MOTIVATIONAL EXPLANATION** *Stephanie Travers, Antonio Freitas; State University of New York, Stony Brook* – People's preferences can reflect complex deliberation or more rudimentary processes. Exemplifying the latter, perceptual-fluency research shows that people prefer stimuli that are perceptually easier to process, as when presentation of a target object follows presentation of a congruent, rather than incongruent, contour prime (e.g., Winkielman, & Cacioppo, 2001). This finding suggests exciting questions concerning links between low-level perceptual processes and subjective experiences of emotion and motivation. For example, does the experience of perceptual fluency itself give rise to subjective liking? Or do the phenomenological implications of processing fluency depend on broader, for example, motivational, contexts? Pursuing the latter possibility, we suggest that perceptual fluency effects at least partly reflect a basic motivation to avoid harm. Objects that are difficult to process perceptually, we argue, are risky unknowns, whereas easily processed stimuli can be identified quickly, thus removing doubts about their potential threat. If this reasoning is correct, then orienting people to be especially careful to avoid risks should augment perceptual-fluency effects. Data from three studies support this prediction. After generating strategies for avoiding various failures or enjoying various successes, participants rated their liking of various stimuli (e.g., line drawings, photographed dogs, computer-generated fingerprints). Only those participants in the avoidance conditions demonstrated greater liking of congruently primed images (Study 1) and of those images that, based on participants' idiosyncratic response times, they were able to judge most quickly (Studies 2 and 3). Rather than being encapsulated, then, perceptual-fluency effects appear to operate with reference to the individual's broader motivational state.

### G63

**CROSS-CULTURAL DIFFERENCES IN AVOIDANCE (RELATIVE TO APPROACH) PERSONAL GOALS AND SUBJECTIVE WELL-BEING** *Rachael Mapes<sup>1</sup>, Andrew Elliot<sup>1</sup>, Ayumi Tanaka<sup>2</sup>; <sup>1</sup>University of Rochester, <sup>2</sup>Doshisha University* – The negative relationship between avoidance personal goals and subjective well-being (SWB) has been well documented in American samples. However, past research conducted by Elliot, Chirkov, Kim, & Sheldon (2001) showed no significant relationship between avoidance personal goals and SWB in collectivistic countries (Korea and Russia). These null findings may be due to the use of non-optimal SWB measures. Specifically, the commonly used SWB measures may only be applicable to members of individualistic cultures and not to

members of collectivistic cultures. The present research uses American and Japanese samples and extends these findings by assessing both individualistic and collectivistic SWB. Because American culture has both individualistic and collectivistic features (Oyserman, Coon, & Kemmelmeier, 2002), both types of SWB are applicable to American participants. For the American participants, it was hypothesized that avoidance personal goals and SWB would be negatively related for both types of SWB. This hypothesis was supported. For the Japanese sample, no relationship was expected between avoidance personal goals and individualistic SWB, and no relationship was found. Because Japanese society appears to foster avoidance motivation, it was hypothesized that avoidance personal goals and collectivistic SWB would be positively related. This hypothesis was not supported, and in fact the effect was in the opposite direction. These results provide preliminary evidence that avoidance personal goal adoption is universally deleterious for SWB. They also underscore the importance of using culture-relevant measures.

### G64

**GOAL MOTIVATION AND CULTURE** *Jonathan Gore<sup>1</sup>, Susan Cross<sup>1</sup>, Chie Kanagawa<sup>2</sup>; <sup>1</sup>Iowa State University, <sup>2</sup>Koshien University* – Relational motivation is defined as pursuing a goal in the interest of one's close relationships. Previous research has shown that this form of motivation predicts unique variance in goal motivation (e.g., effort) and well-being (e.g., purpose in life), controlling for goal self-concordance. The present study tests a relational model of goal pursuit for American (n = 170) and Japanese (n = 98) samples. This model examines the role of the relational-interdependent self-construal in goal pursuit, and the influence of three sources of motivation (relational motivation, self-concordance and goal support) on goal effort, progress, and purpose in life. Results showed that goal pursuit for the Japanese involved more relational motivation than for the Americans, and Americans goal pursuit was influenced more by the degree of support they received for their goals. Relational motivation was a unique predictor of effort controlling for support and relational motivation was a significant indirect predictor of both goal progress and purpose in life. Self-concordance was a direct predictor of purpose in life in both samples. Results also showed both goal effort and goal progress predicted purpose in life for the Americans, but only goal effort predicted purpose in life for the Japanese. These results suggest that both Western and Eastern cultures value the role of close others in goal pursuit, but distinct patterns exist between the two cultures in terms of how much relational motivation is involved in the overall process. Implications for goal motivation, culture and the self are discussed.

### G65

**LIFE AS A PERSONALITY & SOCIAL PSYCHOLOGY GRADUATE STUDENT: RESULTS FROM THE GRADUATE STUDENT COMMITTEE WEB SURVEY** *Jacek Jonca-Jasinski<sup>1</sup>, Arlen Moller<sup>2</sup>, Jennifer J. Harman<sup>3</sup>, Michele Schlehofer-Sutton<sup>4</sup>; <sup>1</sup>Texas Tech University, <sup>2</sup>University of Rochester, <sup>3</sup>University of Connecticut, <sup>4</sup>Claremont Graduate University* – The Graduate Student Committee of the Society for Personality and Social Psychology conducted an on-line survey of graduate students associated with SPSP. Two-hundred-fifty-seven students from eight countries completed the survey. Some highlights of the survey's descriptive findings include: The average age of respondents was 27.4 years and the majority were female (68%) and Caucasian (85%). Approximately a quarter of the respondents were first generation college students. The average program had 17 social/ personality students who take on average 5.6 years to earn their degree when entering with a BA/BS, or 4.4 years when entering with master's degree. The most common research areas of students were personality, self, and identity (17%), social cognition (11%), stereotyping and prejudice (10%), and relationships (9%). This poster will summarize demographics, research, teaching, and funding and use the results to propose a number of directions for both the SPSP Executive and Graduate Student Committees.

**G66****A SOCIAL DILEMMA ANALYSIS OF ORGANIZATIONAL CITIZENSHIP BEHAVIORS**

Jeff Joireman<sup>1</sup>, Dishan Kamdar<sup>2</sup>, Denise Daniels<sup>3</sup>; <sup>1</sup>Washington State University, <sup>2</sup>National University of Singapore, <sup>3</sup>Seattle Pacific University – Organizations benefit when their employees engage in organizational citizenship behaviors (i.e., behaviors that go above and beyond an employee's job description). We hypothesized that OCBs represent a type of social dilemma known as a social delayed fence (a situation in which short-term employee sacrifice produces long term benefits for an organization) and should thus be more likely among those high in empathy and future orientation, and those with a long-term time horizon within an organization. In Study 1, 200 engineers rated how costly or beneficial various OCBs would be for: (a) an employee, coworkers, and the company in the short-term and long-term. As expected, OCBs were viewed as costly to an employee in the short-term and beneficial to coworkers and the organization in the long-run. In Study 2, 198 engineers completed Davis' (1983) measure of empathy and Strathman et al.'s (1994) consideration of future consequences scale and indicated their likelihood of engaging in various types of OCBs. Participants were told to assume they would be leaving the company in three months, or were told nothing. Likelihood of OCBs was higher among those high in empathy and future orientation, and those adopting a long-term time horizon within an organization. Interaction analyses revealed that empathy showed a stronger relationship with OCBs when respondents imagined they would soon leave an organization, and individuals high in concern with future consequences were less likely to engage in OCBs when faced with a short-term time horizon. Results support a social dilemma analysis of OCBs.

**G67****OPEN-MINDED PERSON PERCEPTION**

Keith Markman, Justin Bailey; Ohio University – This research reports an initial attempt to prime the construct of open-mindedness, defined here as a willingness to consider and integrate myriad sources of information when forming social judgments. Previous work by Tetlock (1992; Lerner & Tetlock, 2000) has demonstrated how public accountability pressures lead individuals to render social judgments in an open-minded fashion. The present work extends this past research by suggesting that open-minded thinking is an intrapsychic process that often takes place in the absence of accountability pressure. All study participants completed a sentence formation task. While half of the participants completed sentences with words that conveyed no specific construct (control), the other half completed sentences with words that conveyed the open-mindedness construct (open prime, e.g., "diverse", "many", "consider"). Participants were then presented with descriptions of behaviors performed by individual members of a group of skinheads. Some of the descriptions were consistent with the stereotype for skinheads, while other descriptions were inconsistent with the stereotype. Along with measuring reading time for the descriptions, participants were asked to recall as many of the descriptions as possible. Results indicated that: a) open prime participants spent longer reading both stereotype-consistent and inconsistent descriptions than did control participants; and b) while control participants demonstrated better recall for consistent than inconsistent descriptions, open prime participants showed relatively even-handed memory for consistent and inconsistent descriptions. The implications of these findings for social perception research are discussed.

**G68****THE NAIVE EPIDEMIOLOGIST: DOES DISEASE PREVALENCE INFLUENCE HEALTH DECISIONS?**

Jodi Grace, James Shepperd; University of Florida – People appear to have commonsense ideas about epidemiology, believing for example, that common diseases are less severe than are rare diseases. We examined whether lay perceptions of epidemiology also influence the decision to seek medical testing. Introductory psychology students learned of a fictitious medical condition

that occurred in 2% (rare), 20% (somewhat common), or 40% (common) of the college age population. After learning about a free screening for the condition, participants rated the severity of the condition and their susceptibility, and indicated their intentions to seek testing for the condition. As expected, as the commonality of the condition increased, so too did personal risk judgments. However, we found no difference in willingness to seek testing as a function of disease prevalence. That is, participants were just as willing to seek testing for a common disease as a rare disease. On the other hand, estimates of increased personal risk corresponded to greater interest in testing for the disease. In addition, consistent with lay perceptions of epidemiology, participants who believed the disease was rare found the disease more frightening than did participants who believed the disease was common. Finally, participants who perceived the disease as frightening reported more interest in testing. The findings suggest that although people reported similar levels of interest in testing for both common and rare diseases, they did so for different reasons. That is, feelings of susceptibility predicted interest in testing for common diseases, whereas feeling frightened predicted interest in testing for rare diseases.

**G69****THINK MANAGER, THINK "NOT FEMALE": LINKING ATTITUDES TO STEREOTYPES**

Lucie Kocum, Francine Tougas, Tina Brazeau; University of Ottawa – There is a consensus among researchers that gender is a strong predictor of stereotyped perceptions of female managers. Whereas both women and men tend to rate male managers as possessing the requisite characteristics of the successful manager, ratings of female managers show a gender disparity: Only women have been found to view female managers as living up to the standard for managerial success. The conclusion has been that women are more egalitarian in their views than are men. Recent research suggests that neosexist beliefs—among women as well as men—may predict stereotyped perceptions over and above gender. This hypothesis was tested among 307 female and 199 male undergraduate students who each completed one of three versions of a questionnaire measuring perceptions of female managers, male managers, or managers in general. Hierarchical regression analyses were performed on the seven subscales of the Scale of Stereotyped Attributes (Heilman, Block, & Martell, 1995) representing characterizations of successful managers: Work Competence, Activity/Potency, Emotional Stability, Rationality, Independence, Concern for Others, and Hostility Toward Others. Gender was found to have little predictive efficacy; neosexism, however, predicted stereotyped perceptions of female managers on all but two of the seven subscales. Implications and applications are discussed.

**G70****OTHER-OBJECTIFICATION: CONSEQUENCES FOR SELF-OBJECTIFICATION AND INTERPERSONAL BEHAVIOR**

Rachel W. Kallen, Danielle Popp, Diane M. Quinn; University of Connecticut – Objectification theory (Fredrickson & Roberts, 1997) suggests that for women, living in a culture that strongly and consistently focuses on women's bodies and appearance can lead women to take a third person perspective of themselves. This self-objectifying view may thereby lead to negative consequences such as increased shame, anxiety, and disruption of attentional focus. The present study examined whether the negative consequences of self-objectification may extend to interpersonal behavior, in that those individuals who are feeling self-objectified may in turn be more likely to objectify another person. Male and female participants were randomly assigned to either a state self-objectification condition or a body competence/control condition. After completing a sentence scrambling task (condition prime), participants were presented with a photograph of a male or female target and asked to describe the target in ten statements beginning with the phrase "He is/She is". Finally, participants completed the Self-Objectification Questionnaire to assess trait level self-objectification. Results showed that those partici-

pants who were both high in trait self-objectification and in a state of self-objectification, were significantly more likely to objectify another when compared with those participants that were either not in a state of self-objectification or low in trait self-objectification. These results suggest that the consequences of objectification extend beyond individual psychology into interpersonal behavior and highlight one of the mechanisms that may operate to maintain this phenomenon.

**G71****ADULT ATTACHMENT STYLES AND RESPONSES TO DISSATISFACTION IN ROMANTIC RELATIONSHIPS** *Laura*

*Johnston, Leandre Fabrigar, Amanda Wilson; Queen's University* – Rusbult and Zembrodt (1983) examined the strategies that are used in response to relationship dissatisfaction. Their typology of responses reflects two dimensions, constructive-destructive and active-passive. The constructive-destructive dimension reflects the extent to which the individual attempts to maintain the relationship and the active-passive dimension reflects how actively they do so. The four categories of responses resulting from these two dimensions are voice, loyalty, exit, and neglect. While individuals may use all four types of responses at one time or another, some individuals may be more prone to using one strategy over another. Attachment style may be an important variable for the prediction of such a tendency to choose one response type over another. In the present study, 165 participants were pre-screened for attachment style (secure, preoccupied, fearful, or dismissive) and were randomly assigned to read a scenario consisting of one of three problem types of either moderate or extreme severity. The participants then rated their level of dissatisfaction in such a scenario, their likelihood of responding with voice, loyalty, exit, and neglect responses, and the extent to which they would feel a variety of emotions. Overall, preoccupied and fearful individuals felt more dissatisfaction with the scenarios than did secure or dismissive individuals. Secure individuals endorsed a greater proportion of voice responses than the other attachment styles while fearfuls rated the lowest proportion of voice responses. The same pattern was found for loyalty responses. Fearful and preoccupied participants were more likely to endorse exit and neglect responses than secure and dismissive participants.

**G72**

**PERCEPTIONS OF TIME AND ATTITUDE CHANGE** *C. Nathan DeWall<sup>1</sup>, Penny S. Visser<sup>2</sup>; <sup>1</sup>Florida State University, <sup>2</sup>University of Chicago* – Two studies explored the implications of temporal perspective for attitude change. According to socioemotional selectivity theory (Carstensen, 1993), perceiving time as expansive (extending long into the future) motivates people to acquire new and accurate knowledge about the world, whereas perceiving time as constrained (drawing to a close) motivates people to facilitate emotionally positive interactions with others. An initial study validated a new manipulation of time perspective. Young participants (whose default is to perceive time as expansive) read either an essay that portrayed time as limited or a neutral essay. They then completed a series of measures assessing their social preferences. As expected, participants in the time constraint condition expressed social preferences that facilitated emotionally positive interactions with others (e.g., not pointing out a weakness in another person's argument), whereas participants in the neutral essay condition expressed social preferences aimed at knowledge acquisition. In a second study, temporal perspective was manipulated and participants then read a persuasive message, embedded in which was a manipulation of the proportion of other students who favored the target issue. As expected, participants who perceived time as limited were much more likely than those who perceived it as expansive to change their attitudes to remain in step with the dominant views of their peers. Additional analyses ruled out alternative explanations for these findings (e.g., changes in participants' moods). These findings illustrate the value of taking into consideration features of the social context in which people hold and express their attitudes in investigations of attitude change processes.

**G73****SOCIAL NETWORK COMPOSITION AND ATTITUDE**

**STRENGTH** *Lindsey Clark, Penny S. Visser; University of Chicago* – People do not form or maintain their attitudes in isolation – they do so within a rich social context. The current research explored the implications of the social context in which a person is situated for the strength and durability of his or her attitudes. In particular, this research examined the attitudinal composition of people's "social networks" and explored the consequences network composition for individual-level attitude strength. In the weeks before the 2000 U.S. Presidential election, participants completed a series of ostensibly unrelated questionnaires in counterbalanced order. In one questionnaire, participants reported their political views, including their attitudes toward George W. Bush and Al Gore. In another questionnaire, participants answered a series of questions about the members of their social network, including various measures of network members' political views. In a third questionnaire, participants were presented with a persuasive message designed to change their opinions toward their preferred candidate and attitude change was assessed. A fourth questionnaire assessed various psychological mechanisms through which social network composition may influence individual-level attitude strength. Individuals embedded within congruent social networks (i.e., made up of others with similar views) were much more resistant to attitude change than were individuals embedded within heterogeneous social networks (i.e., made up of others with a range of views). A follow-up survey several weeks later revealed that congruent social networks were also associated with greater attitude stability. These findings suggest that the strength of an individual's attitudes is not determined strictly by intra-individual factors, but by interpersonal factors as well.

**G74****THE ROLE OF SOCIAL AND PERSONAL FACTORS IN PEER MARGINALIZATION AMONG COLLEGE UNDERGRADUATES**

*Valerie McGaha, Jacki Fitzpatrick; Texas Tech University* – Marginalization reflects the perception that one is disconnected from others or excluded from the majority population (Gossett, Cuyjet, & Cockreil, 1998). Individuals who are marginalized tend to feel rejected or isolated from peers. Given the social nature of college life, it possible that marginalization is particularly salient for undergraduate students. The purpose of the current study was to examine how personal (e.g., self-esteem, passive coping skills, active coping skills) and social factors (e.g., family/friend support and interference) were related to marginality from college peers. The respondents (n=127 undergraduates) were 18-26 years, with a mean age of 20.56 (SD=1.91). They completed a questionnaire packet that contained the Feelings of Inadequacy Scale, Ways of Coping Checklist, Social Support & Hindrance Inventory, and Perception of Community/Environment of Undergraduate Students in Higher Education Scale. Multiple regression indicated that the factors collectively accounted for 32% of the variance in peer marginality (R<sup>2</sup> adjusted =.27, p<.001). Standardized Beta values indicated that family interference (B=.27, p<.05) and self-esteem (B=.32, p<.001) were unique predictors. The finding for self-esteem seemed counterintuitive; it is possible that marginalized students hold a more positive self-view as a protective mechanism against rejection. The association between family interference and peer marginality is consistent with family-work spillover, such that negativity in one domain affects negativity in another domain. Alternatively, another personal factor (e.g., irritability) might account for aversive interactions with family and peers. Further research will refine the understanding of how social/personal factors affect marginalization.

G75

**A ROOM WITH A VIEWPOINT: USING NORM-BASED APPEALS TO MOTIVATE CONSERVATION BEHAVIORS IN A HOTEL SETTING**

Noah J. Goldstein, Robert B. Cialdini, Vladas Griskevicius; *Arizona State University* – Given environmental concerns and recent shortages in the U.S. energy sector, exploring the various motives that influence individuals' decisions to conserve energy has become an increasingly important undertaking for social psychologists. A study conducted at a mid-sized southwestern hotel investigated which types of appeals are most effective at motivating guests to comply with a request to conserve energy by reusing their bath towels during their stay. Currently, most hotel energy conservation programs of this sort utilize approaches based purely on environmental protection. Research from the social psychological literature suggests norm-based appeals may be more effective. We sought to test the relative effectiveness of several types of approaches by placing signs in each guest's room appealing to one of five different motives for participating in the conservation program. The approaches emphasized: a basic concern for environmental protection, the nationalistic (in-group) implications of conserving, the descriptive norm indicating high participation rates among the hotel's patrons, a cooperative effort to be initiated by the guest, or a reciprocity norm-based effort already initiated by the hotel. As predicted, both the descriptive norm and the reciprocity norm-based messages elicited superior compliance rates. The success of the reciprocity norm-based approach over the cooperative approach suggests that influence agents seeking to spur joint action with others may enhance the likelihood of achieving their goal by taking the first step. Guests also responded very unfavorably to a message attempting to capitalize on their patriotism during wartime, perhaps due to their perception of the hotel's undue manipulative intent.

G76

**INSIGHT, EMOTION, AND THE SELF: PATTERNS OF WORD USE IN THE NARRATION OF THE LIFE STORY**

Jennifer Pals; *Northwestern University* – According to McAdams (1993), the construction of identity in adulthood involves the narration of a personally meaningful life story. The current study examined the hypothesis that individual differences in the use of three types of words within the life story -- insight words (e.g., realize, discover), positive emotion words (e.g., happy, love), and negative emotion words (e.g., anger, hatred) – reflect psychologically significant variations in the narrative construction of self and should therefore demonstrate meaningful relations with personality and well-being in adulthood. This hypothesis was examined in a sample of 90 adults, aged 35 to 65, who completed the Life Story Interview (McAdams, 1993). Patterns of word use were assessed with the Linguistic Inquiry and Word Count program (Pennebaker, Francis, & Booth, 2001) and correlated with measures of personality and well-being. First, the use of insight words was positively correlated with personal growth, suggesting that this type of word use reflects an introspective, exploratory approach to the construction of self. Second, the use of positive emotion words was associated with agreeableness, positive relations with others, and social well-being. Third, the use of negative emotion words mediated the negative effect of neuroticism on positive relations with others. Taken together, the findings for the use of emotion words suggest that the description of emotion within the narrative representation of the self may carry significant implications for social functioning in adulthood, with positive emotion words facilitating interpersonal connection and positive societal engagement and negative emotion words interfering with the development of healthy relationships.

G77

**PERSONALITY, SOCIAL-COGNITIVE, AND SITUATIONAL FACTORS THAT DISCRIMINATE SUBTYPES OF SEXUAL ASSAULT BEHAVIOR**

Tina Zawacki<sup>1</sup>, Rebecca Schacht<sup>1</sup>, Antonia Abbey<sup>2</sup>, Philip Buck<sup>3</sup>; <sup>1</sup>*University of Washington*, <sup>2</sup>*Wayne State University*, <sup>3</sup>*University of California, San Francisco* – Researchers have developed and tested social psychological models that differentiate perpetrators of sexual assault from nonperpetrators (e.g., Malamuth, 1996). Nonetheless, little research attention has been paid to developing models of different types of sexual assault. Because approximately 50% of perpetrators commit a sexual assault that involves alcohol consumption, alcohol-involved sexual aggression constitutes an important subtype of sexual assault. Studies have documented situational characteristics that distinguish between sexual assaults that do and do not involve alcohol (e.g., Abbey et al., 1998), but little attention has been paid to differences between the perpetrators of these two types of assault in terms of personality, attitudes, and social behaviors. In this study, discriminant function analysis and path analyses were used to test a model distinguishing between college men (N=356) who reported perpetrating sexual assault that involved alcohol, sexual assault that did not involve alcohol, or no sexual assault. Predictors of sexual assault perpetration that have been documented in past research differentiated nonperpetrators from both types of perpetrators. Perpetrators of sexual assaults that involved alcohol were in most ways similar to perpetrators of sexual assaults that did not, although they did differ on impulsivity, alcohol consumption in sexual situations, and beliefs about alcohol. These findings suggest personality and social-cognitive mechanisms through which alcohol is involved in sexual assault that are relevant to theory and prevention.

G78

**PROCESS VARIABLES LINKING IMPLICIT THEORY TO PERFORMANCE**

Arlen C. Moller<sup>1</sup>, Francois Cury<sup>2</sup>, Andrew J. Elliot<sup>1</sup>; <sup>1</sup>*University of Rochester*, <sup>2</sup>*University of Aix-Marseille II* – Dweck and colleagues (Dweck, Hong, & Chiu, 1993) have contrasted people who believe that traits are relatively fixed (entity theorists) with those who believe that traits are relatively malleable (incremental theorists). These differences in implicit theory have been used to predict reactions to feedback, particularly with regard to failure. The current study investigated the relation between implicit theory and performance, after receiving success or failure feedback. We hypothesized that this relation might be mediated by use of available practice time following initial performance feedback. We further hypothesized that this relation between implicit theory and both effective use of practice time, and resulting differences in performance, would be mediated by achievement goal construal (Elliot & McGregory, 2001). To test this model we ran an experiment manipulating implicit theory (entity or incremental) and accessing WISC III (Wechsler, 1971) performance before and after delivering feedback (positive or negative). Participants for the study consisted of 96 French students (age 13-16) blocked on gender and randomly assigned to one of the four experimental conditions. The results largely supported our hypotheses. Impaired WISC III performance at time 2 by participants in the entity theory condition was significantly mediated by use of available practice time. Also, the relation between implicit theory and both use of available practice time, and performance, were significantly mediated by goal construal. Specifically, it appears that entity theory led to the adoption of avoidance goals, which led to less practice and undermined performance.

G79

**THE FUNDAMENTAL INFLUENCE OF ACADEMIC SELF-DETERMINATION : EMPIRICAL TEST OF A BASIC ASSUMPTION AND DEVELOPMENT OF UNIQUE MOTIVATIONAL PROFILES**

Isabelle Green-Demers; *University of Quebec in Outaouais* – Self-Determination Theory posits six different types of motivation which are said to coexist on a unidimensional continuum representing self-determination. Ranging from low to high self-determination, these motives are : amoti-

vation, extrinsic motivation by external, introjected, identified and integrated regulation, and intrinsic motivation. However, this fundamental theoretical assumption remains to be supported empirically. Using a large sample of Canadian high school students (N=4500), the purpose of the present study was to identify a higher order factor representing academic self-determination, and to subsequently use this global factor to derive unique motivational profiles. The motivational types proposed by Self-Determination Theory were assessed using the Academic Motivation Scale. A second order confirmatory factor analysis was performed. The six motivational types were specified as first order latent factors and a second order factor, liable to represent the underlying dimension of self-determination, was specified as well. Results revealed that all model parameters were substantial and significant. The model displayed satisfactory goodness-of-fit indices. Moreover, the second order factor loadings displayed a simplex pattern that was consistent with the hypothetical influence of self-determination. Second order factor scores were thereafter divided at regular intervals to generate six profiles which allowed for the classification of participants according to their prevailing form of academic motivation. This typology comprised six mutually exclusive groups of students which were labelled as follow : interested, studious, serious, anxious, calculating, and uncertain. Normative information is provided and associations between profiles and a variety of academic and psychological consequences are also presented.

**G80**  
**MAKING THE HYPOTHETICAL SEEM REAL: PERFORMANCE PREDICTIONS FOR IMAGINED EVENTS** Aaron M. Sackett, David A. Armor; Yale University

– A great deal of research has shown that people’s predictions tend to be overly optimistic. In most of this work participants have been asked to make predictions about hypothetical or temporally distant events. When participants are asked to make predictions for real, imminent events, predictions tend to be far less optimistic (Armor & Taylor, 2003). In two experiments we sought to determine whether (a) predictions for hypothetical tasks could be made to be less optimistic and (b) whether the inherent ambiguity of hypothetical, distal events (as opposed to real, proximate events) could produce inflated optimism. In Study 1, participants were asked to either imagine taking a test on that very day (the “here and now” condition) or were asked to imagine taking the same test without any specifics about when or where (the “context unspecified” condition). In Study 2, participants were either asked to imagine taking the test that day or on the same day of the following semester (the “temporally distant” condition). Results revealed that participants in the here and now conditions were significantly less optimistic than participants in the context unspecified condition or in the temporally distant condition. Participants in the context unspecified condition were also far less certain about the possible effects of a number of variables that might influence their performance. Results suggest that unrealistic optimism about purely hypothetical or temporally distant events may be attributed to a tendency for people to reduce uncertainty by assuming the best.

**G81**  
**SOCIALLY SITUATED PROSPECTIVE MEMORY: A FIRST LOOK** Michele Banner; Purdue University

– Prospective memory – remembering to perform future actions – is inherently socially situated; we rely on others and features of our environment to successfully plan and perform intentions. Though retrospective memory has received longstanding attention, prospective memory (PM) has largely been overlooked until recent years. Likewise, social components of memory studied previously involved retrospective memory only (e.g., transactive memory, which develops when an individual’s knowledge becomes linked to the knowledge of the group). To date, no research on PM in groups/dyads has been documented. Study 1 compared group PM to that of individuals: when groups performed an ecologically valid knowledge coordination task, a hidden PM component revealed – contrary to retrospective memory find-

ings – that group memory was comparable to individual memory. In Study 2, a transactive yet prospective memory system was created in dyads. Completing PM tasks unaware of the study’s true purpose, participants were assigned/not assigned areas of expertise regarding the tasks while aware/unaware of their partner’s expertise. Consistent with transactive memory findings, performance was poorest when participants were unaware of their partner’s expertise. However, contrary to transactive memory findings, having both expertise and awareness of a partner’s expertise was only comparable to no expertise/aware of partner’s expertise and no expertise/not aware (the latter should have produced the poorest performance according to transactive memory research). These results indicate that PM operates quite differently from retrospective memory in a transactive system, and contribute to social cognition by offering new methodological approaches to understanding the role of others in memory.

**G82**  
**CONTEXT DEPENDENCE AND STABILITY OF VIEWS OF RELATIONSHIP PARTNERS AS A FUNCTION OF INTEGRATION OF POSITIVE AND NEGATIVE PARTNER INFORMATION** Steven

M. Graham, Margaret S. Clark; Carnegie Mellon University – Earlier research suggests that individuals differ in terms of how they store in memory the positive and negative things that they know about relationship partners. More specifically, individuals with low self-esteem tend to segregate positive from negative information whereas people with high self-esteem tend to integrate such information (Graham & Clark, 2002). The present research expands upon this work by examining the correlates of the tendency to segregate versus integrate this information. We predicted that individuals who segregate positive and negative partner information would have views of partners that are more context dependent and less stable over time. To test these predictions, we had participants log in to a web site and evaluate their roommates every several days until they had made a total of eight evaluations. After this portion of the study, they came in to the lab and completed a self-report measure of integration of thoughts about relationship partners (Graham & Clark, 2002). At this lab session, they also recalled both a positive and a negative roommate experience and rated how satisfied they were with their roommates at each of these times. As predicted, individuals who reported a stronger tendency to segregate positive and negative thoughts about partners were more variable across the eight roommate evaluations. Also as predicted, they rated satisfaction with roommates as changing more between the positive and negative roommate experiences they recalled in the lab.

**G83**  
**THE NATURE OF THE SELF-EXPERIENCE IN SOCIAL ENERGY** Donnah Canavan, Moira Traci; Boston College

– Social energy is a universally observable phenomenon in which a person (P) gets involved in an intrinsically motivating relationship with another person (O), and both of these people have independent intrinsic interest in a topic or subject matter (X). Canavan and colleagues (2002) have done research, which shows that social energy can be experimentally manipulated and that its effects include greater intrinsic motivation, better relationships, greater energy, more hard work and better performances. This study investigates the nature of the self-experience in a social energy classroom as compared to a non-social energy classroom. Social energy was manipulated by asking participants to recall a professor who was either intrinsically or extrinsically motivated towards both teaching and the topic of the class. We predicted that those in (intrinsic) social energy condition, as compared to those in (extrinsic) non-social energy would: (1) describe their self-experience as participatory not evaluative; (2) characterize their relationship with the professor as both connected yet still independent; (3) report greater positive and less negative affect; and (4) report a superior performance, which they would attribute to the experienced social energy. The results strongly supported the hypotheses. Compared to those in non-

social energy, those in social energy characterized their self-experience in terms of greater active participation, involvement, connection, self-clarity, positive affect, and perceived performance. They attributed their enhanced performance to themselves and also to their involvement in social energy with the topic, professor, and fellow classmates. Self-evaluative experience was at a low level and did not differ between conditions.

#### G84

**INTERPERSONAL DISTANCE, PERSONAL SPACE AND GROUP BEHAVIOR: EFFECTS OF DIFFERENT SPATIAL ARRANGEMENTS** *Aydin Ozdemir; North Carolina State University* – Human behavior requires certain amounts of space, which may vary, with the personal characteristics of the individuals and the physical character of the environment. Among these, individual or group behavior is considered as an important factor. Also, spatial variables such as density conditions, architectural style and activities have effects on interpersonal distance. This study addressed the question, "Is subjects' personal space differentially affected by variations in the physical character of the setting?" This is an investigation of the effects of different spatial arrangements on the character of personal space. In this study, people's proxemic behaviors were observed including interpersonal distance, interaction distance and standing behavior through unobtrusive observations on weekend days when high-density conditions occur. The analysis was carried out by means of research designed for a major shopping mall in Raleigh-Durham area. Observations were recorded by time-lapse photography technique used by Whyte (1980) to observe daily human behavior patterns in urban plazas. Digital photos of naturally occurring behaviors and interactions in a major shopping mall were analyzed to examine effects of spatial arrangements on interpersonal distance, body orientation, group behavior and personal space. Results supported expected differences in behaviors occurring in the setting under the influence of spatial elements such as vertical presentation boards. When there were no temporary vertical elements in the space other than permanent building structures, people acted different than the days when there were these vertical boards. More interaction occurred in the setting with no vertical element and more directed individual behavior occurred in the setting with presentation boards.

#### G85

**GROUP LEVEL EXPECTANCY EFFECTS AND GROUP PERFORMANCE** *Sean Higgins; University of California, Riverside* – While the seminal work on self-fulfilling prophecies was conducted in an educational context (Rosenthal & Jacobson 1963), recent research has examined the effects of self-fulfilling prophecies in business settings (McNatt, 2000). Evidence suggests that supervisors who have high expectations about their work group's performance may subtly communicate these feelings to the workers, positively influencing their behavior and increasing performance (Eden & Shani, 1982). One possible explanation is that when a manager communicates high expectations to a subordinate, the latter raises their own performance expectations. If manager expectations operate by increasing employee motivation, it should be possible to increase performance by directly increasing employees' expectations for performance. The majority of expectancy studies have examined individual level expectations for performance, with only five studies examining expectancy effects at the group level in business settings (Kierein & Gold, 2000). All of these studies operated on group leaders' expectations rather than on group members' expectations. The present study examined a group level expectancy manipulation operating directly on group members' expectations. Forty four-member groups were administered personality inventories. Group members were told that a sophisticated computer program was used to predict their group's task performance as 1) excellent, 2) average, or 3) poor on the basis of their responses to the personality inventory. In reality, groups were randomly assigned to expectation conditions. A contrast representing the hypothesis that increased expectations would be associated with increased performance

was found to be significant and associated with an effect size index of large magnitude ( $p=.01$ ,  $r=.38$ ).

#### G86

**CONTEXT-DEPENDENT MEANING OF ISOMETRIC ARM CONTRACTION FOR AFFECTIVE PROCESSES** *David B. Centerbar, Gerald L. Clore; University of Virginia* – Two studies examined the affective consequences of behavioral approach and withdrawal, using the isometric arm contraction paradigm (Cacioppo, Priester and Bernston, 1993). Some previous research demonstrates a main effect of arm contraction on attitude formation (Cacioppo et al, 1993), and creative insight (Friedman & Forster, 2000), wherein the net effect of flexion is positive, and the net effect of extension is negative. Other findings suggest the effects are interactive, dependent on the compatibility of the motor action and the valence of affective concepts in producing differences in memory (Förster & Strack, 1997, 1998) or reaction time (Neumann & Strack, 2000). Two studies manipulated arm contraction and accessible mental concepts (via an indirect priming manipulation) using a between-subjects design. In Study 1, recall was examined using a modified version of the "Paul" story (Bower, Gilligan & Montiero, 1981). Recall was better when the emergent meaning of arm contraction, as suggested by the mental context, was positive (approach-positive prime, or withdraw-negative prime) rather than negative (approach-negative prime, or withdraw-positive prime). Study 2 found that self-reported mood was similarly influenced when measured shortly after such action. Mood was more positive, and less negative, when the emergent contextual meaning of the action was positive, compared to negative. In each study, no direct effects of arm contraction were found when accessible mental concepts were non-affective (neutral primes). These studies indicated that the effects of arm contraction were dependent on the emergent psychological meaning of the action, as suggested by accessible affective concepts, rather than direct.

#### G87

**ACTUALLY, GROUPS WITH SOCIAL ENERGY ARE MORE ENTHUSIASTIC, WORK HARDER AND PERFORM BETTER** *Matthew J.H. Keck, Donnah Canavan; Boston College* – We believed that the New England Patriots won the 2002 Superbowl because they had 'social energy' but we couldn't prove it. The theoretical concept "Social Energy" is defined as the generalized motivational, engaged state generated by jointly doing something one likes (or dislikes) with others, whom one also likes (Canavan, 2002). In previous experimental studies individuals were asked to anticipate (or remember) being in a course with/without social energy. Those in the social energy condition (teacher liked teaching and topic) anticipated/remembered themselves as having significantly more intrinsic motivation, and energy, a better relationship with the teacher, and as working harder and performing better. The goal of this experiment was to replicate these questionnaire based results by manipulating social energy in live groups and measuring actual performance. 54 males and females were randomly assigned to 18 groups of three who worked as a temporary management team for either a band they liked (Dave Matthews) or didn't like (Pantera). Together, they listened to the band and had a short discussion about their feelings about the band. Then they performed several (interacting) tasks as the management team. In the results, the Dave Matthews (high social energy) teams persisted longer and performed better on a divergent thinking task; exhibited higher morale and better management skills. A surprise finding was that the Pantera group developed social energy around disliking their band and performed better on band unrelated tasks than band related tasks. Since this 'live' study replicated the earlier anticipation/memory results, we conclude that social energy is a hearty and potentially important concept

G88

**INVESTIGATING THE ASSOCIATION BETWEEN DEATH DENIAL AND CULTURAL WORLDVIEW DEFENSE**

*Andy Martens<sup>1</sup>, Eva Jonas<sup>2</sup>, Mark Zanna<sup>3</sup>, Jeff Greenberg<sup>1</sup>*; <sup>1</sup>University of Arizona, <sup>2</sup>LudwigMaximilians University, <sup>3</sup>University of Waterloo – We sought to examine the Terror Management Theory (TMT; Greenberg, Solomon, & Pyszczynski, 1986) hypothesis that death denial is associated with defense of one's worldview. TMT posits that denying the awareness that one is mortal is a central non-conscious motivation and that people deny death by investing in a cultural worldview that gives life a sense of symbolic meaning, permanence, and security. In support of the theory, research has found that making one's mortality salient leads to exaggerated worldview defense. Research has generally failed to find a link between people's explicit feelings about death and their worldview defense. To further investigate the notion that these defenses are responses to a motive to deny death, participants completed a paper and pencil Implicit Associations Test (IAT; Greenwald, McGhee, & Schwartz, 1998; Lemme & Banaji, 2000) adapted by Bassett, Williams, and Dabbs (2002) to measure implicit death denial. Then after a substantial delay they completed measures assessing explicit fear of death and worldview defense. TMT would posit that the more one is denying death, the more one's worldview is actively serving a protective function. Consequently, we expected that the more people disassociated themselves from death as indicated by the IAT measure, the more vital a role their worldview should be playing, and thus the more worldview defense they should exhibit. In support of this hypothesis, the IAT measure was significantly positively correlated with worldview defense, whereas the explicit fear of death measure was not.

G89

**DISCRETE EMOTION RESPONSES TO SUBLIMINAL PRIMING OF OUTGROUPS**

*Molly Parker Tapias, Jack Glaser, Dacher Keltner*; University of California, Berkeley – This research investigates whether specific emotions are differentially associated with prejudice toward specific outgroups. Indirect evidence suggests African-American prejudice stems from anger and fear and homosexual prejudice from disgust. This was tested by exposing participants to subliminal outgroup labels and measuring their emotional responses to a subsequent, ostensibly unrelated stimulus. Applicability of the stimulus to the primed outgroup was manipulated to explore whether prejudiced emotion transfers to any stimuli or only those applicable to the outgroup. Participants, heterosexual White and Asian males, were exposed to African-American group labels, homosexual labels, or a control stimulus. Participants then read a sentence about a man's behavior toward another person and indicated their emotional response by selecting a facial expression and rating emotions and action tendencies for anger, fear, and disgust. Emotions elicited by African-American and homosexual primes differed significantly from the control prime. Participants chose an anger expression with African-American and homosexual priming, whereas they were equally likely to choose anger or disgust with a control prime. Emotions reported with Black- and gay-applicable stimuli differed significantly. Participants reading a Black-applicable sentence chose an anger expression and rated anger higher than disgust. Participants reading a gay-applicable sentence chose a disgust expression as often as anger and rated disgust higher than anger. Anti-homosexual attitudes predicted choosing a fear expression and stronger anger, disgust, and move-against action tendencies for homosexual-primed participants. Contact with homosexual acquaintances negatively correlated with disgust ratings and move-away tendencies. African-American prejudice and contact measures did not relate to emotion for Black-primed participants.

G90

**“WHEN PARENTS FEELING SHAME AND GUILT FOR THEIR CHILDREN'S TRANSGRESSIONS”**

*Marchelle Barquissau, Toni Schmader*; University of Arizona – This research applied a model of vicarious shame and guilt integrating current understandings of self-conscious emotion with theoretical perspectives on social relationships to predict the extent to which parents react to their children's wrong doing with shame or guilt (Schmader, Lickel, & Ames, 2002). Initial research shows that perceived essentiality of one's association to a wrongdoer (i.e., the feeling that you and the other person are the 'same type of person') predicts feelings of image threat which causes vicarious shame and a desire to distance oneself from the wrongdoer, whereas one's level of interdependence with a wrongdoer (i.e., level of interaction with the wrongdoer) predicts feelings of vicarious guilt and efforts to repair damages to a victim. Thus, we predicted that parents would report more vicarious shame in response to their children's wrong-doings to the extent that their self-image was threatened by their children's behavior and more vicarious guilt to the extent that they perceived having more control over them. We further predicted that feelings of shame would predict distancing behaviors whereas feelings of guilt would predict reparative behaviors. Parents were asked to complete a survey that measured perceptions of essentiality and interdependence with their children, along with reports of emotional and behavioral reactions to a recalled event about a time when their children did something 'wrong' or 'bad'. Results showed that appraisals of image-threat predicted more vicarious shame than guilt, along with a desire to distance themselves from the situation. Higher ratings of interdependence predicted more guilt and a desire to repair damages. This research may have important implications regarding parental involvement with troubled children.

G91

**EVIDENCE OF ANXIETY AS A MEDIATOR OF STEREOTYPE THREAT IN HIGHLY MATH-IDENTIFIED WOMEN**

*Anna Woodcock, Tina Tohsakul, Michelle Dean, P. Wesley Schultz*; California State University, San Marcos – The precise mechanism by which stereotype threat adversely affects performance has yet to be fully explained. Anxiety is often cited as a possible mediator, although previous research relying upon self-report measures of anxiety has produced conflicting results. The present study reexamines anxiety in stereotype threat utilizing direct physiological measures of arousal. Participants were female college undergraduate students at a public University in California, who were randomly assigned to complete a difficult math test in either a control or stereotype-threatening situation. Participants in the stereotype threat condition were instructed that the test was diagnostic of their math abilities, and reminded of the stereotype of male's superior math abilities compared with females. Measures of participant's galvanic skin response (GSR) and heart rate (HR) were taken throughout the experiment. The female experimenter was blind to the condition of the participants. The stereotype threat effect was produced, as females in the threat condition scored lower on the math test than those in the control group. As predicted, HR and GSR levels, and self-reported anxiety were elevated in the females in the threat condition while they were taking the math test. Further analysis of the data revealed a pattern between low and high math-identified females. Consistent with extant research, females who were highly math-identified showed a far greater stereotype threat effect than those who were low math-identified. Highly math-identified females accounted for all of the increased self-report anxiety.



G92

**ONLINE PERSUASION: THE IMPACT OF GENDER AND ONENESS ON COMPUTER-MEDIATED INTERPERSONAL INFLUENCE** Rosanna Guadagno<sup>1</sup>, Robert Cialdini<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>Arizona State University – This study examined the impact of gender, communication modality, and oneness on interpersonal influence. The experimental design was a 2 (gender: male vs. female) X 2 (communication mode: email vs. face-to-face) X 3 (oneness: high vs. none vs. low) factorial design. Undergraduate students took part in a structured discussion with a same-sex confederate on comprehensive exams as a graduation requirement. The confederate presented strong arguments to support the proposal in either a face-to-face or email discussion. To manipulate oneness, some participants were given feedback that the confederate was highly similar or dissimilar to himself or herself, while some participants did not receive that feedback. It was predicted that participants in the high oneness conditions would express the most positivity toward the message, while participants in the low oneness conditions would express the least. Communication modality was expected to interact with the oneness manipulation due to the increased salience of the communicator in the face-to-face condition, enhancing positivity towards the message in the high oneness condition and reducing positivity in the low oneness condition. Although the predicted main effect for oneness was significant, the predicted communication modality interaction was not. A priori comparisons indicated that the predicted oneness by communication mode interaction was also impacted by participant gender. Thus, it appears that the degree to which individuals see themselves as a unit with another individual impacts the extent to which the individual will adjust his or her attitude toward a message to be consistent with the opinion of the other.

G93

**THE OPPOSING MOTIVATIONS OF SELF-IMPROVEMENT AND SELF-JUSTIFICATION: A BIAS IN PERCEPTIONS OF PERSONALITY CONTROLLABILITY** Amani El-Alayli<sup>1</sup>, Shira Gabriel<sup>2</sup>; <sup>1</sup>Eastern Washington University, <sup>2</sup>State University of New York, Buffalo – This research investigated individuals' self-favoring perceptions of personality controllability. Two possible motivations for such a bias were examined. It was presumed that a strong motivation of self-improvement could cause individuals to try to view their personality weaknesses as more controllable, and thus improvable, than their personality strengths. In contrast, a strong motivation of self-justification could lead individuals to perceive their personality weaknesses as less controllable than their personality strengths, so they could avoid blame their flaws and take credit for their good qualities. Our past work consistently demonstrated the self-justification pattern of bias. To extend this work, the current study specifically tested the justification and improvement motivations, along with the perceived ability to improve oneself, in relation to the "self-justification bias." Seventy-four students completed a priming task for which they wrote about a time when they tried to improve something about themselves and either succeeded or failed. They then rated how much they possessed and had control over 32 desirable and undesirable attributes. Afterwards, they completed a measure of general self-improvement and self-justification goal-orientations. It was predicted and shown that participants with stronger self-justification goals or weaker self-improvement goals held a stronger self-justification bias. It was also hypothesized and demonstrated that the success prime would produce less self-justification bias than the failure prime for participants with strong self-improvement goals or weak self-justification goals. Thus, the motivations to justify and improve oneself work against each other to influence the degree to which people believe they have control over changing their personality traits.

G94

**CATEGORIZATION UNDER UNCERTAINTY: RESOLVING VAGUENESS AND AMBIGUITY WITH EAGER VERSUS VIGILANT STRATEGIES** Daniel C. Molden<sup>1</sup>, E. Tory Higgins<sup>2</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>Columbia University – Categorizing others' actions often involves uncertainty. This paper considers two variables that may influence how perceivers resolve this uncertainty. The first variable concerns whether a particular action is vague versus ambiguous. Vague uncertainty exists when a target provides only weak evidence for membership to any categories. Thus, for vague targets, it is unclear which weak alternatives to accept. In contrast, ambiguous uncertainty exists when a target provides strong evidence for membership to several conflicting categories. Thus, for ambiguous targets, it is unclear which strong alternatives to eliminate. The second variable concerns whether a perceiver currently favors promotion-oriented (eager) versus prevention-oriented (vigilant) strategies of uncertainty resolution. Eager strategies focus on selecting categories that "correctly" identify a target at the risk of committing to alternatives that are "incorrect." In contrast, vigilant strategies focus on guarding against selecting categories that "incorrectly" identify a target despite the chance of overlooking alternatives that are "correct." Three studies demonstrated that, for vague behaviors, those with eager strategies selected many weak alternatives to maximize the chance of accepting a correct category, whereas those with vigilant strategies selected few weak alternatives to minimize the chance of accepting incorrect categories. However, for ambiguous behaviors, those with eager strategies selected a single strong alternative (eliminating the others) to ensure a chance at choosing the correct category, whereas those with vigilant strategies retained all strong alternatives (refusing to eliminate any of them) to avoid choosing an incorrect category. Implications of these results for categorical inferences drawn from social behaviors are discussed.

G95

**WHEN EXPLICIT CONCEPTUAL SETS MANIPULATE IMPLICIT ASSOCIATIONS** Francesco Foroni, Ulrich Mayr; University of Oregon – The implicit-association test (IAT) is considered and used to assess implicit attitudes that "...are under control of automatically activated evaluation..." (Greenwald, McGhee, & Schwartz, 1998, p. 1464) and that are usually considered to be independent of explicit judgments. In two experiments, we show that the IAT effect can be modulated substantially and instantaneously by the explicitly instructed conceptual set with which subjects approach the task. The effect hinges on the use of a coherent conceptual set and does not occur after simply instructing non-stereotypical associations. Finally, the same effect has found using a variant of the IAT (GNAT: Nosek & Banaji, 2001) to show that the conceptual-set modulation cannot be explained in term of strategic slowing of responses. These results are difficult to reconcile with the currently prominent view that implicit categorization is an autonomous process that is resistant to direct intentional control.

G96

**MENTAL SIMULATION OF THE FUTURE: AN EXPLANATION-BASED ACCOUNT** Chuck Tate, Bertram F. Malle; University of Oregon – Kahneman and Tversky (1973) argued that people make predictions (i.e., mentally simulate the future) using the representativeness heuristic. In this paper, we tested an alternative model which argues that mental simulation of the future is based on principles of explanation, specifically levels of explanatory stringency (i.e., how well an explanation ties events together). Our model argues that people evaluate and make predictions by trying to explain how Y (some outcome) could happen given X (some starting condition). For instance, in a generic form of prediction "Will Y happen given X?" we assume that people make their predictions by trying to answer the question: why would Y happen given X? The better the explanation for an outcome happening given a participant's knowledge about the starting conditions, the more likely the participant is to believe that Y will happen given X. In order to test this

model, we used four between-subjects conditions that varied the level of explanatory stringency included in vignettes. The results support our explanation-based account by illustrating that likelihood judgments increase with increasing levels of explanatory stringency, as we hypothesized. These findings also clearly illustrate that prediction is not simply accomplished through representativeness.

**G97**

**SOFTEN THE BLOW OR SHARPEN REACTIONS? UNCERTAINTY AND FAIRNESS EFFECTS MODERATED BY AFFECT INTENSITY** *Marjolein Maas, Kees van den Bos; Utrecht University, The Netherlands* – Three studies show how people react to experienced justice in certain or uncertain situations. In correspondence with earlier justice research on uncertainty salience (Van den Bos, 2001), Study 1 shows that being given no opportunity to express an opinion leads to stronger effects than being given an opportunity to express an opinion. This effect is especially strong in uncertain situations compared to certain situations. Other research (Wilson & Gilbert, 2003) suggests that people react mildly in uncertain situations. In correspondence with this line of research, Study 2 shows that people react more strongly towards experienced justice in certain situations compared to uncertain situations. Contradicting findings of these two studies are explained in Study 3. In this study it is predicted that individual differences in peoples' affective reactions to daily life events (affect intensity) are of influence on experienced justice in times of certainty or uncertainty. In correspondence with the predictions, the results of Study 3 indeed revealed that people high in affect intensity react more strongly towards experienced justice if they are uncertain. In contrast, people low in affect intensity react more strongly towards experienced justice if they are certain. Results are discussed in terms of the psychology of uncertainty and experienced justice regarding people high and low in affect intensity.

**G98**

**WHEN CATEGORIES COLLIDE: STEREOTYPE PERSEVERANCE AND EMERGENT ATTRIBUTES IN SOCIAL CATEGORY COMBINATION.** *Russell Hutter, Richard Crisp, Terry Eskenazi-Behar, Matthew Farr, Natalie Hall, Harriet Rosenthal, Catriona Stone; University of Birmingham, UK* – Three experiments tested the notion that when perceivers encounter incongruent category combinations, for example a Harvard-Educated Carpenter (*vis-à-vis* non-congruent combinations, e.g. Harvard-Educated Lawyer; Kunda, Miller, & Claire, 1990), then the impression formed will rely less on stereotypic attributes associated with the constituent categories and more on generated 'emergent' or novel attributes unique to the combination. In Experiment 1, we compared the attributes generated when participants encountered incongruent and congruent combinations. By comparing the attributes generated for these combinations with those generated for the constituents independently, we found a greater ratio of 'novel' attributes compared to 'old' attributes when the combination was incongruent. Trait origins analyses revealed an interactive pattern of combination for the incongruent combination and an additive pattern for the congruent combination. In Experiment 2 we replicated this finding and furthermore mediational analysis revealed that perceived familiarity was responsible for the emergence of new attributes. In Experiment 3, we demonstrated the effect for orthogonally crossed gender and occupation categories (female mechanic, female nurse, male mechanic, and male nurse). The implications of these findings for understanding the cognitive representation of, and the processes involved in the formation of, combined category stereotypes is discussed

**G99**

**THE DEVELOPMENT AND VALIDATION OF A MEASURE OF RACE-BASED REJECTION SENSITIVITY FOR CHILDREN.** *Elizabeth Velilla<sup>1</sup>, Rodolfo Mendoza-Denton<sup>2</sup>, Janina Pietrzak<sup>1</sup>, Geraldine Downey<sup>1</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of California, Berkeley* – Rejection Sensitivity is a disposition to anxiously expect, readily perceive, and then overreact to social rejection. The current studies were undertaken to

develop and validate the Children's Sensitivity to Race-based Rejection Questionnaire (CSRR-Q), a valid and reliable measure of sensitivity to race based rejection for use with early adolescents. The CSRR-Q assesses angry and anxious expectations of rejection as well as cognitive and affective responses elicited in ambiguously rejecting situations. A six-item measure based on the adult version of the race-based rejection sensitivity questionnaire, (Mendoza-Denton, et. al., 2002) was developed and administered to a group of 240 Latino and African-American 7th graders from a public middle school in the Bronx, New York. Longitudinal data was collected from these students and from their teachers a year later. Angry and anxious expectations of rejection based on race predicted strong reactions to perceived rejection and were significantly related to teacher reports of unpopularity with peers.

**G100**

**THE PAIN OF OTHERS' DISAPPROVAL AND THE PAIN OF SELF-CONTEMPT: TWO TYPES OF SHAME** *Heidi L. Eyre<sup>1</sup>, Richard H. Smith<sup>1</sup>, W. Gerrod Parrot<sup>2</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>Georgetown University* – Traditional views on shame define it in terms of the painful feeling resulting from losing the respect of others because of improper behavior or incompetence. Recent theoretical and empirical work, however, emphasizes the special role of negative self-evaluation in the experience of shame, apart from any public revelation of a wrongdoing or flaw. One way of integrating these two perspectives is to suggest that shame may refer to two distinct emotional experiences. One type may involve reactions to the loss of one's reputation and disapproval in the eyes of important others. A second type may involve feelings of self-contempt and disgust resulting from a more private negative evaluation of the self. These two reactions may be quite distinct and yet both be labeled as shame reactions. Two studies examined this possibility. In Study 1, participants recalled an experience in which they did something wrong in either a public or private setting. In Study 2, participants responded to scenarios describing public or private situations in which a target person, with whom they were to identify, committed a transgression. In both studies, participants then completed a set of items designed to tap various specific affects, evaluations, and action tendencies often associated with shame and with other similar emotions. Factor analyses of these items in both studies revealed two main factors which represented the hypothesized two-type conceptualization of shame, which were affected by public exposure in expected ways, and which were associated with other affective reactions in related but distinctive ways.

**G101**

**I HAVE CANCER: TREAT ME...EVEN IF IT KILLS ME** *Angela Fagerlin<sup>1</sup>, Dylan Smith<sup>1</sup>, George Loewenstein<sup>2</sup>, Jason Riis<sup>3</sup>, Peter Ubel<sup>1</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Carnegie Mellon University, <sup>3</sup>Princeton University* – Given a choice between receiving a flu vaccine that has a 5% chance of death or rejecting the vaccine and risk getting a flu that has a 10% chance of death, many reject the vaccine; committing an omission error. This behavior contrasts with people's typical behavior following a cancer diagnosis. We tested whether a cancer diagnosis increases people's willingness to accept harmful treatments and whether the acceptance of treatment varies for different therapeutic approaches. 276 participants read a cancer scenario and indicated a treatment preference (watchful waiting or active treatment). Using a 2 x 2 between-subjects design, we randomized participants to which treatment was available (surgery vs. medication) and varied the likelihood of death from active treatment versus watchful waiting. In half of the scenarios, death from watchful waiting was 10%, while death from treatment was 5%. In the remaining scenarios death from watchful waiting was 5% and death from treatment was 10%. Willingness to accept treatment was related to the treatment offered. When the treatment was the best option, 49% of subjects rejected medication, only 10% did so when the treatment was surgery ( $X^2 = 23.42, p < .001$ ). The increased willingness to undergo surgery persisted even when doing so decreased participants' overall likelihood

of survival. While 35% of individuals were willing to take medication when watchful waiting was the best option, 65% were willing to undergo surgery ( $X^2=8.187$ ,  $p=.004$ ). These results suggest that people's decisions about treatments may be less related to probabilities than beliefs about how cancer should be treated.

**G102**

**THE IMPACT OF WEIGHT LOSS ON DEPRESSION: A PRELIMINARY META-ANALYSIS** *Bruce Blaine, Jennifer McElroy, Hilary Vidair; Hofstra University* – Weight loss should be expected to ameliorate the social stigma associated with obesity and improve psychological well-being. Because the stigma of obesity is felt most by young women and the extremely obese, the effect of weight loss should be moderated by those variables. Sixteen (16) tests of the effect of a weight loss treatment on a depression outcome measure were analyzed to test these predictions and explore other moderating variables. Overall, weight loss treatments predicted significantly less depression although the effect size was modest ( $r = .31$ ). Weight loss treatments led to greater reduction in depression levels in samples of eating disordered and extremely obese individuals, but was not moderated by the proportion of females in, or the mean age of, the sample. Weight loss treatments that had an external locus of control (e.g., bariatric surgery, drugs) were associated with greater reduction in depression compared to internal locus of control treatments (e.g., therapy). This contrasts with recent research showing that internally-attributed weight loss increases self-esteem. Finally, weight loss treatments to which participants were randomly assigned reduced depression levels significantly more than treatments tested by nonexperimental procedures. These findings are interpreted in the context of a hopelessness model of weight loss and depression among the obese.

**G103**

**HOW THE SELF-CONCEPT REFLECTS THE PREFERENCES OF POTENTIAL MATES** *Lorne Campbell; University of Western Ontario* – Men place greater importance on traits representing youth and beauty in potential mates, whereas women place more importance on traits indicating status and resources. Over evolutionary time, these differential preferences should have shaped individual's self-concept. 5 studies tested the hypothesis that men should place greater importance on traits that reflect their status, whereas women should place more importance on traits that reflect their physical appeal. A self-report study (Study 1), and a modified Stroop Task (Study 2), showed that men more highly valued in themselves traits related to status, whereas women valued traits related to physical attractiveness. Study 3 and 4 asked men and women to imagine having a pleasant discussion with an opposite-sex individual, and then being derogated by a same-sex competitor on their status or physical attractiveness. Men were more upset at the thought of being derogated on their status, whereas women were more upset at the thought of being derogated on their physical attractiveness. Participants in Study 5 believed they had the opportunity to win a lunch date with a member of the opposite sex. They answered questions about themselves that were asked by an opposite-sex research confederate, in the presence of a same-sex competitor (also a confederate), and were derogated on their status, physical attractiveness, or not at all, by the competitor during the interview. Results were identical to those obtained in studies 3 and 4. It is suggested that the self-concept has been shaped by the preferences of mates over evolutionary history.

**G104**

**THE LINK BETWEEN ENACTED AND PERCEIVED SUPPORT AT MULTIPLE LEVELS OF ANALYSIS** *Edward Orehek, Brian Lakey; Wayne State University* – A consistent link between perceptions of social support and mental health is well established. However, it is not clear how support perceptions are formed. Traditionally, it has been believed that support judgments were direct reflections of the specific supportive actions (i.e., enacted support) that a person received. The more enacted

support a person received, the higher her/his perceived support. Although this hypothesis has great intuitive appeal, modest correlations between perceived and enacted support cause some researchers to doubt this hypothesis. Yet, The modest link between perceived and enacted support may reflect the lack of sufficiently sensitive analytic methods. Recent social support research has indicated that support perceptions reflect a blend of the personality of recipients, the objective characteristics of providers and the unique relationship between recipients and providers. Yet, most models of perceived and enacted support imply that the correlation between the constructs should occur specifically at the provider level of analysis. Using methods derived from generalizability theory, this study investigates the link between enacted and perceived support at each of the recipient, provider and relationship level of analysis. Seventeen members of a sorority completed measures of enacted and perceived social support about four other members of the same sorority. The results indicate that the link between enacted and perceived support is strong when the ratings reflect objective characteristics of providers, and the unique relationship between recipients and providers, but absent when reflecting the characteristics of recipients.

**G105**

**IS IT REALLY BETTER TO SHARE? THE BENEFITS OF POSSESSING SHARED VS. UNSHARED INFORMATION ARE CONTEXT DEPENDENT** *Jennifer R. Spoor, Janice R. Kelly; Purdue University* – Previous research has shown that in a group decision making context, the cognitively central group member (i.e., the member with the most information in common with other group members) is perceived more positively (Kameda et al., 1997), while other research has shown that the cognitively peripheral group member (i.e., the member with the least information in common with other group members) is perceived more positively (Larson et al., 2002). This research examined whether the relationship between the type of information that a group member possesses (shared or unshared) and perceptions of that group member (e.g., leadership, status, likability, etc.) is more complex and depends, in part, on the nature of the group task. Groups of three participants were given information regarding a fictitious child custody case and either instructed that the information led to an objectively correct choice or that the decision was more judgmental in nature. Information was distributed such that the target group member was either cognitively central (CC) or cognitively peripheral (CP). Further, the target was led to prefer a different custody option than the other group members. For both instruction sets, CP targets were perceived to be more talkative and more leaderlike. Additionally, CP targets were perceived to have been "more prepared" and have had more information supporting their preference, particularly when the group task was perceived as judgmental. Thus, this research suggests that the value of information that is exchanged during group discussion is socially constructed and likely depends on a variety of situational factors.

**G106**

**PREDICTING SEX-RELATED ALCOHOL EXPECTANCIES: RELATIONS TO ATTITUDES ABOUT CASUAL SEX, IMPULSIVITY, RISK TAKING, ASSERTIVENESS, AND DRINKING BEHAVIORS.** *Christopher Saenz<sup>1</sup>, Philip O. Buck<sup>2</sup>, Michele R. Parkhill<sup>1</sup>, Lenwood W. Hayman Jr.<sup>1</sup>, Antonia Abbey<sup>1</sup>; <sup>1</sup>Wayne State University, <sup>2</sup>University of California, San Francisco* – The development of reliable alcohol expectancy measures has been an important focus for researchers. In particular, expectancy measures regarding sexual behavior have been assembled and established (Abbey et al, 1999; Dermen & Cooper, 1994.) Many studies have involved alcohol expectancy measures as predictors for certain behavioral outcomes, but few studies have investigated expectancies as outcomes themselves, perhaps being related to other attitudes and behaviors. 343 female and 216 male college students at a Midwestern university completed background measures of impulsivity, assertiveness, sexual permissiveness, risk taking, drinking behaviors,

other background measures, and alcohol expectancy measures regarding domains of disinhibition and sexual risk taking (Abbey et al, 1999; Dermen & Cooper, 1994; Dermen & Cooper, 2000; Eysenck & Eysenck, 1977; Rathus, 1973; Hendrick & Hendrick, 1987.) A multistep hierarchical multiple regression was constructed to investigate disinhibition expectancies with sexual permissiveness, assertiveness, impulsivity, and risk taking in step one. The factors were significantly related (adjusted  $r^2 = .32$ ), and all standardized betas were significant for each of the relationships (all  $ps < .01$ ). Step two included measures of heavy drinking and frequency of alcohol consumption when having sex. Both explained a significant amount of variance beyond factors in step one ( $r^2\Delta = .07$ ), and both standardized loadings were significant (all  $ps < .001$ ). Implications include background mechanisms that possibly contribute to the development of strong alcohol expectancies in specified domains, as well drinking behavior relating to expectancies above and beyond those mechanisms.

#### G107

**GROUP MOOD AND GROUP DECISION MAKING** *Janice R. Kelly, Jennifer R. Spoor; Purdue University* – Researchers have recently begun examining the causes and consequences of group moods (Kelly, 2000; Kelly & Barsade, 2001). Given the popularity of conceptualizing groups as information processors (Hinsz et al., 1997), and the extensive documentation of processing consequences of individual level affect (Forgas, 1996), small group research has focused on the information processing consequences of group affect (Forgas, 1990; Kelly, 2000). This research examined the information processing consequences of positive and negative group moods by examining the impact of those processing differences on decision outcomes. Groups of three participants first watched movie clips that produced positive or negative moods, and were then given shared and unshared information about a custody case. Although most of the information favored one side (the father), information was distributed such that in some conditions, each individual's information set favored the correct decision (Correct Preference condition), whereas in other conditions, each individual's information set favored the incorrect decision (Incorrect Preference condition). To the extent that group members contributed unshared information to the discussion (i.e., process systematically), a correct decision would be reached. Results showed that groups in positive moods were somewhat less likely to reach the correct decision in the Incorrect Preference condition whereas groups in negative moods were equally likely to reach the correct decision. Further, group members self-reported more reliance on heuristics (e.g., likability, expertise of each parent). Thus, it appears that similar to individual moods, positive group moods tend to lead to less systematic processing and more reliance on heuristics and initial preferences.

#### G108

**LINKING ACTIONS TO DISCRETE EMOTIONS** *Erik Nofle, Richard Robins; University of California, Davis* – Emotion researchers generally conceive of emotions as functional; that is, they evolved to alert the importance of an event and elicit adaptive responses. From a simple functionalist perspective, each discrete emotion motivates a specific set of actions (e.g., fear involves fleeing from a threat). Several emotion theorists have speculated about the actions that should occur as part of different emotions, but little empirical research has been conducted. We asked 268 participants to write about their experiences of five different emotions, including reports of their actions in the situations. To organize these actions into meaningful conceptual categories, we created a coding system based on the work of Fredrickson (2000), Frijda (1989), and Lazarus (1991). The system included 60 action dimensions, including "asking others for advice" and "staying away from others." Eight judges rated each action on the 60 dimensions (median alpha reliability = .79). To examine differences among the emotions, we calculated, separately for each emotion, the percentage of participants reporting at least one action that fit into each dimension. We found a few dimensions that occurred frequently for only one or two emotions (e.g., "protecting one's self" for

fear; "expressing thanks" for gratitude). However, many of the dimensions (e.g., "making contact with others") were frequently reported across emotions (representing 30%-90% of people's actions per emotion). Overall, our findings were not consistent with a simple functionalist view. Each emotion was associated with a diverse range of actions, many of which were shared with other emotions.

#### G109

##### **ADULT ATTACHMENT STYLES BY ECR AND NEO BIG FIVE**

*JungEun Hwang, Eric Vanman; Georgia State University* – This study examined the relationship between adult attachment styles and personality structures in the well known NEO Five-Factor Inventory. Two hundred eighty six female and 128 male introductory psychology students participated to fulfill a course requirement. A 4 (attachment style) X 2 (sex) multivariate analysis of variance was conducted for data analysis. We found significant main effects of sex and adult attachment style, but we did not find the interaction effect of attachment style and sex. The results indicated that women were more neurotic, agreeable, and conscientious than men, and differences of adult attachment styles were significant for neuroticism, extraversion, agreeableness, and conscientiousness. That is, secure individuals were less neurotic than fearful avoidant and preoccupied individuals, and no different with dismissing avoidant individuals. Secure individuals were more extroverted than only fearful avoidant individuals, and there was no difference between preoccupied and dismissing avoidance individuals. In Agreeableness, secure individuals were more agreeable than only preoccupied individuals. Lastly, secure people were more conscientious than were the fearful avoidant and preoccupied. The results of this study are somewhat different from the results of Shaver and Brennan (1992) that examined adult attachment styles evaluated by three categorical attachment measures and the "Big Five". Shaver and Brennan (1992) suggested that individuals with secure style were less neurotic and more extroverted than insecure individuals and more agreeable than individuals with avoidant style.

#### G110

##### **CHANGING MINDS BUT NOT POLITICS: THE INFLUENCE OF INTERGROUP INTERACTIONS ON RACIAL POLICY ATTITUDES AND ATTRIBUTIONS ABOUT AFRICAN AMERICANS**

*Teresa Robbins; Claremont Graduate University* – The intergroup anxiety model (Stephan & Stephan, 1985) posits that antecedents such as prior intergroup interactions, cognitions, and situational factors predict anxiety, which in turn predicts outcomes of intergroup contact. In the present research, this model was used as a conceptual framework to examine the relationship between two antecedents of intergroup anxiety, quality of prior intergroup interactions and the reward structure of those interactions, and two outcomes of intergroup anxiety. Outcomes included attributions about the disadvantaged social position of African Americans (AAs), and attitudes toward government aid to AAs. It was predicted that, among European American (EA) respondents, high satisfaction with living in a diverse neighborhood (an indicator of positive prior intergroup interactions) and working together with diverse neighbors to solve a common problem (an indicator of a cooperative reward structure) would be associated with structural rather than internal attributions about the social position of AAs and with greater support for government aid to AAs. Consistent with expectations, secondary analyses of national election data revealed that increased neighborhood diversity was associated with structural attributions about the social position of AAs among respondents who were satisfied with their neighborhood, and among respondents who had cooperated with neighbors. However, neither the quality nor the reward structure of prior intergroup interactions influenced attitudes about government aid to AAs. This is consistent with political science research which revealed that European Americans' attitudes about racial policy issues were much less mutable than their emotions and stereotypes about AAs (Hajnal, 2001; Jackman & Crane, 1986).

**G111****EFFECTS OF SADNESS ON SOCIAL ACUITY: INSIGHTS FROM A DYADIC INVESTIGATION**

*Heather Gray, Nalini Ambady; Harvard University* – Past research into the effects of sadness on social acuity have proved inconclusive. The goal of this study was to examine the effects of sadness on the accuracy of social judgments formed on the basis of naturalistic interactions. Participants engaged in a brief (5 min) conversation with their experimenter. On the basis of this interaction, they assessed the experimenter on a series of personality traits. Participants' responses were compared against two criteria: self- and informant-reports of the experimenter's personality. Agreement with these external criteria served as the index of judgmental accuracy. Results indicated that sadness facilitates the ability to form valid first impressions of others, but only when the change in mood state is present during the initial encoding of information about the experimenter. This finding suggests that a shift in information-processing strategy, present during initial encoding, may mediate the effects of induced sadness on social acuity. Participants' subsequent memories for details of the conversation were used to check for mediation. Together, these results may help explain the inconsistencies of past research in the area.

**G112****WHAT YOU DO NOT KNOW: THE ROLE PLAYED BY ERRORS OF OMISSION IN IMPERFECT SELF-ASSESSMENTS**

*Deanna Caputo, David Dunning; Cornell University* – People's perceptions of their ability are often uncorrelated with objective measures of that ability. We propose that one reason people fail to judge their ability accurately is that they often do not have access to all the relevant information necessary for adequate self-evaluation. People know the responses they generate to solve problems, but are unaware of solutions they missed. People lack insight into their "errors of omission," be those errors many or few. Study 1, participants evaluated their performance on a grammar exercise. In their self-evaluations, participants gave weight to the number of grammatical errors they identified, but could not anticipate how many errors they missed. Thus, they did not give this information any weight, though they later acknowledged it as crucial to self-evaluations. Providing participants with explicit information about the solutions they missed prompted them to provide significantly more accurate self-evaluations. In Study 2, we measured whether these errors of omission would hinder accurate self-assessments even when participants recognized that there were behavioral consequences for those assessments. Participants completed a word generation task, were given \$2, and bet on whether they generated more words than another participant. Half were shown the answers to the task before placing their bets and half were not. There was a significant difference in betting, those who were provided with the answers bet less. This research suggests that people should not be expected to provide perfectly accurate self-appraisals because they are not in a position to know one crucial piece of information—their errors of omission.

**G113****SUBSEQUENT RELATIONSHIPS OF THE MATE POACHED**

*Josh Foster, Ilan Shrira, W. Keith Campbell; University of Georgia* – The present investigation examined relationships that were the product of mate poaching. Specifically, whether people who are poached from a previous relationship function differently in their subsequent relationship (referred to as "post-poached relationship"). Employing a longitudinal design, we found evidence that relationship health decreased as the post-poached relationship progressed. This was evidenced by decreased commitment and interpersonal distance, and increased infidelity and attention to alternative partners. Discussion focuses on the implications of this relatively common, yet understudied relationship type.

**G114****DISCRIMINATION AND SELF-ESTEEM: THE MODERATING ROLE OF IDEOLOGY**

*Shannon McCoy; University of California, San Francisco* – Ideologies are cultural beliefs that contribute to the maintenance of unequal power and social relations in a society. Ideologies assuage the threat of uncertainty by fostering perceptions of fairness, predictability, and personal control. When the ideological belief system is violated by clear evidence of discrimination, however, ideology should be negatively associated with wellbeing among low status groups. I hypothesized that the ambiguity of discrimination is a key determinant of whether ideology is positively or negatively associated with self-esteem among low status groups, and that perceptions of control mediate the relationship between ideology and self-esteem. When women faced ambiguous sexism those primed with ideology were significantly more likely to blame themselves for the negative evaluation, felt less depressed, less angry, less anxious, had higher self-esteem and higher perceptions of control than women primed with neutral content. In contrast, when women faced clear evidence of discrimination ideology salience was not self-protective. Finally, mediational evidence suggests that ideology protects self-esteem when prejudice is ambiguous by preserving perceptions of control and lessening perceptions of threat.

**G115****SELF-COMPASSION: RESEARCH ON A PROMISING ALTERNATIVE SELF-ATTITUDE CONSTRUCT**

*Kristin Neff; University of Texas at Austin* – Many psychologists have criticized the use of self-esteem as the primary measure of healthy self-attitudes, and have suggested that alternative conceptualizations should be employed. A potentially useful alternative construct found in Buddhist psychology is "self-compassion." The main components of self-compassion are: being kind and understanding toward the self in instances of pain or failure rather than being harshly self-critical; perceiving one's experiences as part of the larger human experience rather than seeing them as isolating; and holding painful thoughts and feelings in mindful awareness rather than over-identifying with them. Recently, the Self-Compassion Scale (SCS, Neff, 2003) has been developed to measure this construct. Research indicates that the SCS is a psychometrically sound and theoretically valid measure of self-compassion. Moreover, a series of studies indicate that self-compassion is associated with positive psychological well-being (e.g., less depression, anxiety), adaptive emotional patterns (e.g., less rumination), adaptive academic motivational goals (i.e., mastery rather than performance goals), and effective coping strategies. In addition, while self-compassion is moderately correlated with self-esteem and appears to provide a similar level of psychological resiliency, research indicates that (unlike a variety of self-esteem measures) self-compassion is not linked to narcissism. Some benefits of self-compassion are: • Positive self-affect of self-compassion is not based on evaluations or comparisons • Should not inadvertently foster feelings of self-centeredness (a common concern with self-esteem programs) • Should be possible to raise levels of self-compassion because it doesn't require unrealistic self-assessments • Should be especially useful in areas where self-improvement is difficult or impossible.

**G116****THE PSYCHOLOGY OF TAKING OFFENSE: A SENSE-MAKING MODEL**

*Mark Pezzo, Sarah McDougal, Jordan Litman; University of South Florida St. Petersburg* – We tested a sense-making model that posits that people who take offense at others' actions generally do so after first trying to make sense of that action. The sense-making process must, we believe, determine that a person intends to offend. Any unintentional reasons for the action should mitigate perceived offensiveness. However, if an action violates a sacred value (Tetlock et al., 2000), then a relatively automatic moral judgment may take place, and sense-making activity may play a reduced role. We asked 157 participants to rate 16 scenarios on 7 different dimensions, including: How offensiveness is this to you

and others? Does it make sense why this was done? Did actor realized or care that it might be offensive? Could you be friends with this person? Did the person intend to offend others? Preliminary results indicate that although people tend to believe that others are more likely to be offended by any given event than they would themselves, that their judgments of others' offense is highly correlated with their own. More important, ratings of offensiveness were highly (negatively) correlated with ratings of sensemaking ( $r$ 's =  $-.3$  to  $-.7$ ), although less so for those scenarios judged, a priori, to violate sacred values. Also, consistent with the model, ratings of perceived intent were positively correlated with taking offense. A cluster analysis provided further evidence that some actions may be judged automatically because they violate sacred values.

#### G117

##### **SHOOTING STRAIGHT FROM THE BRAIN: ERPS TO BLACK AND WHITE THREATENING TARGETS PREDICT BEHAVIORAL BIASES IN SHOOT/DON'T SHOOT DECISIONS**

*Geoffrey Urland, Joshua Correll, Tiffany Ito; University of Colorado* – Social psychologists have begun to examine the role that implicit stereotypes play in decisions to shoot a potentially threatening target. However, the process through which racial stereotypes affect shoot/don't shoot decisions is still unclear. To better understand this, the event-related brain potential (ERP) responses of twenty-three participants were recorded while they played a video game that required them to make shoot/don't shoot responses to Black and White targets that held either threatening objects or non-threatening objects. Reaction time results matched earlier studies, with a significant race by object type interaction such that individuals were quicker to shoot Blacks with guns and slower to not shoot Blacks without guns. Examining early attention-related ERPs, a significant object type by race interaction emerged by the P200 component, such that responses to white targets without guns were smaller than the other three target types. In other words, Black targets without guns were processed similarly to any target with a gun. The N200 showed similar effects as the P200, with the same object type by race interaction such. Furthermore, the magnitude of both the N200 and P200 object type by race interactions were significantly correlated with the magnitude of the reaction time object type by race interaction, such that the larger the ERP interaction, the larger the behavioral interaction. These results indicate that stereotypes that associate African Americans with violence influence attention very early in the stream of processing.

#### G118

##### **SUPPRESSION OF NEGATIVE SELF-REFERENT THOUGHTS: A FIELD STUDY**

*Jennifer Borton, Elizabeth Casey; Hamilton College* – The effects of suppressing negative self-referent thoughts on thought frequency, mood, and self-esteem were examined over an eleven-day period. Participants were randomly assigned to a suppression or control group and completed two brief Palm Pilot surveys and one web survey daily. Compared with controls, participants who suppressed their thoughts experienced them more frequently and had more anxious and depressed mood. Participants' ratings of the shame associated with their thought moderated the effect of suppression on self-esteem: Suppression participants who rated their thoughts as shameful had lower self-esteem than all other participants. These findings replicate results from a previous laboratory study (Borton, Markowitz, & Dieterich, 2003) and demonstrate that the deleterious effects of suppression are not confined to short-term laboratory experiments.

#### G119

##### **COMMUNAL RELATIONSHIP DIFFERENTIATION: DISTINCTIONS THAT INFLUENCE EMOTIONAL EXPERIENCE AND BEHAVIOR**

*Belinda Campos, Dacher Keltner, Serena Chen; University of California, Berkeley* – Communal relations, where people share an identity and feel a special responsibility to promote another's welfare, are most characteristic of romantic, family and friend relationships. These shared features are proposed to be complemented by a

model that systematically differentiates across the three relationships. The communal relationship differentiation model proposes that a set of relationship principles derived from an evolutionary analysis of relationship formation, maintenance, and resource distribution influence emotion and social behavior. The principles were predicted to be present as relational themes of emotional experience and shape social behavior according to relationship type. These predictions were examined in two studies of relationship experience and behavior in contexts where relationship bonds are affirmed (love) or can be distressed (teasing). As expected, the model predicted variation in emotion and social behavior. Romantic love experience referenced the principles of attraction and selectivity and teasing behavior was the most lighthearted and gentle. Family love experience referenced the principles of assumption, obligation and imposition and teasers reported feeling free to push the personal boundaries of a target. Friendship love experience referenced shared experience and implicit mutual understanding and friendship teasing was more mutual and verbal. Discussion focuses on implications of relationship differentiation for the study of relationship processes.

#### G120

##### **THE POSITIVE ROLE OF SELF CONSCIOUS EMOTIONS IN A CULTURAL CONTEXT**

*Lia Kraemer<sup>1</sup>, Belinda Campos<sup>2</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>UC Berkeley, <sup>2</sup>UCLA* – Traditionally, research has conceptualized self conscious emotions negatively by postulating that they serve as a detriment both to psychological well being as well as to social relationships with others. Yet this research has not examined the display of self conscious emotions in real social interactions and how these emotions may influence social interactions differently depending on one's cultural beliefs. The current study postulates that self conscious emotions influence European American and Asian American social interactions differently, with these emotions serving a more functional, positive role for Asian Americans, whose culture places greater emphasis upon these emotions. In this study, European American and Asian American romantic couples were asked to participate in a teasing interaction, as well as discuss a current concern and a past partner. The emotions of both partners were examined, with particular emphasis placed upon how the self conscious emotions of the speaker influenced the emotional experience of the listener. It was found that while European Americans responded empathically to their partner's self conscious emotional experience by mirroring those same emotions and experiencing discomfort, Asian Americans not only experienced those same emotions, but also experienced more sympathy and concern as well as more contempt and disgust. The cultural differences in the valuing of self conscious emotions most likely leads to these dissimilar emotional responses, with the self conscious emotions actually serving the positive role of eliciting sympathy and concern from Asian Americans. In this manner, self conscious emotions may lead to positive social outcomes depending on cultural beliefs about these emotions.

#### G121

##### **EFFECT OF MOOD ON STEREOTYPE FORMATION PROCESS**

*Julia Braverman, David DeSteno; Northeastern University* – The purpose of this research was to explore the effect of mood on the detection of covariation as a mechanism of stereotype formation. The predictions were based on an assumption that sad moods facilitate the data-driven information elaboration and careful scrutinizing of data, while happy moods predispose individuals toward top-down information processing and, thereby, decrease the attention given to cognitive tasks. In the first experiment, participants in different moods were presented with facial images accompanied by personal information. The task was to detect a covariation between facial images and personal information and to use it for evaluating new target faces. It was found that sad mood participants detected the covariation more than did happy and neutral mood participants. The second experiment was designed to distinguish between the effects of mood on stereotype formation and stereotype application. It

was found that when the mood was manipulated after the detection of covariation task but before the stereotype application task, the facilitating effect of the sad moods was eliminated. The third experiment tested the assumption that the facilitation effect of the sad moods on the detection of covariation was due to the increased information elaboration. It was found that the effect of sad moods were eliminated under conditions of reduced cognitive effort.

SATURDAY, JANUARY 31, 5:30 – 7:00 PM



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